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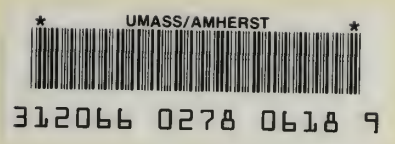

SELECTED OCCUPATIONAL WAGES IN TRADE, TRANSPORTATION, COMMUNICATIONS AND UTILITIES INDUSTRIES
- VOLUME II -
BY SERVICE DELIVERY AREA

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DIVISION OF EMPLOYMENT SECURITY

Michael S. Dukakis, Governor

SELECTED OCCUPATIONAL WAGES IN TRADE, TRANSPORTATION, COMMUNICATIONS AND UTILITIES INDUSTRIES
- VOLUME II -
BY SERVICE DELIVERY AREA

Massachusetts Division
of Employment Security
Economic Research & Analysis Service
Elliot A. Winer, Chief
Mary-Ellen Steller; Program Manager
February, 1988

ACKNOWLEDGEMENTS

The Economic Research and Analysis Service wishes to express its sincere appreciation to the many firms who provided wage data and without whose support this report could not have been accomplished.

Within the department, thanks should be extended to the following individuals who made significant contributions to the completion of this report: Thomas J. McDonald for producing all the computer programs necessary in running the wage program and for his invaluable support in all aspects of this program; Lawrence Keegan and Eunice King who edited and keyed the daily responses; Ernestine Wyche for her assistance on the word processor; Ann Marie Huff for her technical assistance; and Nancy Klayman who compiled and edited the data in its final form.

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Introduction

The wage survey program was developed in response to considerable demand for detailed occupational wage data from employers, educators, planning and research groups, as well as the general public. Volume II of the wage survey examines trade and the transportation, communications and public utilities industrial wages on a regional basis for 54 of the 86 occupations examined statewide in Volume I. The findings represented in this report were the result of these industries being surveyed between January and June 1987.

Volume II looks at wage data for:

- o 15 Service Delivery Areas (SDAs)
- o 3 skill levels
- o 5 statistical measures

In conjunction with the tabular data for each occupation, a bar chart ranks the median wages of the typical level workers for each SDA and the State.

Comparisons among all occupations and SDAs is facilitated by a summary table that presents the median wages for typical level workers in each occupation in which at least six responses were reported in an SDA. Since the sample size for a given occupation in a particular SDA can be small, we urge caution in over-generalizing from this data. The SDA figures are most useful as indicators of broad wage patterns throughout the Commonwealth.

We are especially grateful to the many Massachusetts employers who took time from their busy schedules to provide us with the statistical data vital to the success of this survey. We have been careful to protect the confidentiality of every respondent.

We hope that this study will be very helpful to our users. Your comments are always welcome and appreciated.

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Boston, Massachusetts 02114

METHODOLOGY

Creating the Sample

DES' Economic Research and Analysis Service requested wage data from a total of 4,022 trade, transportation, communications, and public utilities establishments. The sample was derived by:

1. Establishing a "sampling frame" from all trade, transportation, communications, and public utilities firms in the second quarter 1986 report (ES 202) of employment and wages covered by the Massachusetts Employment Security Law.

2. Subdividing the frame by three-digit SIC (Standard Industrial Classification) code within the state's 15 SDAs (Service Delivery Areas), and by nine employment-size classifications.

3. Automatically excluding establishments with fewer than ten employees and automatically including those with more than 250.

4. Randomly sampling the remaining establishments, with larger firms having a proportionately higher chance of selection. (However, because the actual size-distribution of firms is skewed toward the smaller end, more sample members are small rather than large firms.)

Responding to the Survey

Once the 108 occupations were selected, the questionnaire asked the sample employers to classify their workers into three wage categories:

1. Starting wage for an ENTRY LEVEL worker, who may be considered "probationary," with little or no experience in the occupation and new to the position at the company.

2. TYPICAL wage for an experienced worker, who is able to perform at company standards without direct supervision or guidance.

3. Highest wage for the MOST EXPERIENCED worker, who has attained the highest current rate of pay in his or her job at the company.

After the data were received and compiled, a fourth category -- "ALL Workers" -- was created to further illustrate the results of the survey. Because the "ALL" category summarized responses from all companies for the other three categories, it has a wider dispersal in the intermediate range classification than the "TYPICAL" category. In addition, the "ALL" category's actual high and actual low are equivalent to the actual high for the "MOST EXPERIENCED" workers and the actual low for the "ENTRY LEVEL" workers.

The result of the occupational analysis showed two occupations with no responses and an additional 20 occupations with less than ten typical statewide responses. These 22 occupations have been eliminated and 86 occupations were discussed in Volume I. Volume II represents 54 of these occupations which meet the criteria of two or more SDAs with at least six employer responses in the typical category.

Of the original 4,022 sample firms, 2,027 (or 50.4 percent) responded. Manual editing eliminated 325, leaving 1,702 of the responses (or 42.3 percent) for the final tabulation.

Interpreting the Data

Following the bar chart summarizing the 54 occupations' typical level median wage in each Service Delivery Area, its reported wage levels are detailed by five standard statistical measures:

1. MEAN - The average wage reported in each category (i.e., entry level, typical, most experienced, and all).

2. MEDIAN - The wage rate that divides the wage distribution into two equal parts: the 50th percentile figure. There are as many wages in the sample below the median wage as above it.

3. ACTUAL LOW - The lowest reported wage in each category.

4. ACTUAL HIGH - The highest reported wage in each category.

5. INTERMEDIATE RANGE - The middle 50 percent, or the second and third quartiles, of the sample distribution. Twenty-five percent of the wages lie below the low end of this range, and 25 percent above the high end.

The results reflect the actual responses received for each occupation and are not weighted by the number of individuals holding that job in each firm. Therefore, the statistical measures reflect establishments rather than individuals. The "ALL" category measures average overall wages in an occupation, but the "TYPICAL" category is a better indicator of wage rates for the average worker.

SERVICE DELIVERY AREAS

01 - Berkshire

Adams	Alford	Becket
Cheshire	Clarksburg	Dalton
Egremont	Florida	Great Barrington
Hancock	Hinsdale	Lee
Lenox	Lanesborough	Monterey
Mount Washington	New Ashford	New Marlborough
North Adams	Otis	Peru
Pittsfield	Richmond	Sayoy
Sandisfield	Sheffield	Stockbridge
Tyringham	Washington	West Stockbridge
Williamstown	Windsor	

02 - Franklin/Hampshire

Amherst	Ashfield	Athol
Belchertown	Bernardston	Buckland
Charlemont	Chesterfield	Colrain
Conway	Cummington	Deerfield
Easthampton	Erving	Gill
Goshen	Granby	Greenfield
Hadley	Hatfield	Hawley
Heath	Huntington	Leyden
Leverett	Middlefield	Monroe
Montague	New Salem	Northfield
Northampton	Orange	Pelham
Petersham	Phillipston	Plainfield
Royalston	Rowe	Shelburne
Shutesbury	Southampton	South Hadley
Sunderland	Ware	Warwick
Wendell	Westhampton	Whately
Williamsburg	Worthington	

03 - Hampden

Agawam	Blandford	Brimfield
Chester	Chicopee	East Longmeadow
Granville	Hampden	Holland
Holyoke	Longmeadow	Ludlow
Montgomery	Monson	Palmer
Russell	Southwick	Springfield
Tolland	Wales	Westfield
West Springfield	Wilbraham	

04 - Northern Worcester

Ashburham	Ashby	Ayer
Barre	Berlin	Bolton
Clinton	Fitchburg	Gardner
Groton	Harvard	Hubbardston
Lancaster	Leominster	Lunenburg
Pepperell	Princeton	Shirley
Sterling	Templeton	Townsend
Winchendon	Westminster	

05 - Southern Worcester

Auburn	Blackstone	Boylston
Brookfield	Charlton	Douglas
Dudley	East Brookfield	Grafton
Hardwick	Holden	Hopedale
Leicester	Mendon	Milbury
Milford	Millville	New Braintree
Northbridge	North Brookfield	Northborough
Oakham	Oxford	Paxton
Rutland	Shrewsbury	Southbridge
Spencer	Sturbridge	Sutton
Upton	Uxbridge	Warren
Webster	Westborough	West Boylston
West Brookfield	Worcester	

06 - Northern Middlesex

Billerica	Chelmsford	Dracut
Dunstable	Lowell	Tewksbury
Tyngsborough	Westford	

07 - Lower Merrimack Valley

Amesbury	Andover	Boxford
Georgetown	Groveland	Haverhill
Lawrence	Methuen	Merrimac
Newbury	Newburyport	North Andover
Rowely	Salisbury	West Newbury

08 - Southern Essex

Beverly	Danvers	Essex
Gloucester	Hamilton	Ipswich
Lynn	Lynnfield	Manchester
Marblehead	Middleton	Nahant
Peabody	Rockport	Salem
Saugus	Swampscott	Topsfield
Wenham		

09 - Metro North

Arlington	Belmont	Burlington
Cambridge	Chelsea	Everett
Malden	Medford	Melrose
North Reading	Reading	Revere
Somerville	Stoneham	Wakefield
Watertown	Wilmington	Winchester
Winthrop	Woburn	

10 - Boston

Boston

11 - Metro West/South

Acton	Ashland	Bedford
Bellingham	Boxborough	Brookline
Carlisle	Canton	Concord
Dedham	Dover	Framingham
Franklin	Foxborough	Holliston
Hopkinton	Hudson	Lexington
Lincoln	Littleton	Marlborough
Maynard	Medfield	Medway
Millis	Natick	Needham
Newton	Norfolk	Norwood
Plainville	Sharon	Sherborn
Southborough	Stow	Sudbury
Walpole	Waltham	Wayland
Wellesley	Weston	Westwood
Wrentham		

12 - South Coastal

Braintree	Carver	Cohasset
Duxbury	Halifax	Hanover
Hingham	Holbrook	Hull
Kingston	Marshfield	Middleborough
Milton	Norwell	Pembroke
Plymouth	Plympton	Quincy
Randolph	Rockland	Scituate
Weymouth		

13 - Brockton

Abington	Avon	Bridgewater
Brockton	Easton	East Bridgewater
Hanson	Stoughton	Whitman
West Bridgewater		

14 - Bristol

Attleboro	Berkley	Dighton
Fall River	Mansfield	North Attleboro
Norton	Raynham	Rehoboth
Seekonk	Somerset	Swansea
Taunton	Westport	

15 - New Bedford, Cape Cod & Islands

Acushnet	Barnstable	Bourne
Brewster	Chatham	Chilmark
Dartmouth	Dennis	Eastham
Edgartown	Fairhaven	Falmouth
Freetown	Gay Head	Gosnold
Harwich	Lakeville	Marion
Mashpee	Mattapoisett	Nantucket
New Bedford	Oak Bluffs	Orleans
Provincetown	Rochester	Sandwich
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MEDIAN OCCUPATIONAL WAGE/TYPICAL CATEGORY -- BY SERVICE DELIVERY AREA

OCCUPATIONS	STATEWIDE	BERKSHIRE	FRANKLIN HAMPSHIRE	HAMPDEN	NORTHERN WORCESTER	SOUTHERN WORCESTER
MANAGERIAL AND ADMINISTRATIVE						
Financial Managers	32,000	0	0	0	0	0
Personnel, Training And Labor Relations Managers	29,900	0	0	0	0	0
Purchasing Managers	26,000	25,000	0	24,000	20,000	26,000
Marketing, Advertising And Public Relations Managers	31,523	0	0	27,560	0	25,000
Administrative Service Managers	27,300	0	0	23,920	0	26,150
Engineering, Mathematical And Natural Science Managers	38,950	0	0	0	0	0
Communications, Transportation And Utilities Oper.Mgrs.	35,000	0	0	32,000	0	28,600
General Managers And Top Executives	35,000	25,500	31,000	34,140	30,000	35,500
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL						
Accountants And Auditors	26,900	16,640	24,500	25,500	23,900	28,780
Wholesale And Retail Buyers	22,100	13,385	0	19,000	0	21,920
Engineers	37,409	0	0	30,020	0	0
Systems Analysts, Electronic Data Processing	33,400	0	0	0	0	33,325
Computer Programmers	27,040	0	0	20,800	0	29,250
SALES AND RELATED OCCUPATIONS						
First Line Supervisors And Manager/Supv. - Sales	450.00	440.00	411.50	400.00	400.00	400.00
Sales Agents	465.00	295.00	0.00	0.00	0.00	405.00
Sales Representatives	483.00	400.00	351.00	509.50	452.00	495.00
Salespersons, Retail	220.00	191.00	220.00	196.00	205.00	200.20
Salespersons, Parts	300.00	288.00	250.00	300.00	348.00	280.00
Counter And Rental Clerks	240.00	0.00	0.00	0.00	0.00	0.00
Stock Clerks, Sales Floor	200.00	190.00	200.00	176.00	200.00	233.00
Cashiers	200.00	210.00	194.00	170.00	200.00	185.00
CLERICAL AND ADMINISTRATIVE SUPPORT						
Supervisors And Manager/Supv. - Clerical/Admin. Support	420.00	367.00	400.00	421.00	387.50	357.50
Adjustment Clerks	299.80	0.00	0.00	0.00	0.00	0.00
Bill And Account Collectors	317.50	0.00	0.00	282.50	0.00	285.00
Secretaries	307.00	270.00	256.00	300.00	288.00	300.00
Receptionists And Information Clerks	260.00	0.00	250.00	255.50	0.00	240.00
Typists	275.00	0.00	0.00	232.00	0.00	243.00
Typists, Word Processing Equipment	290.00	0.00	0.00	0.00	0.00	0.00
File Clerks	230.00	0.00	230.00	230.00	0.00	196.00
Order Clerks	288.00	0.00	0.00	288.00	0.00	300.00
Bookkeeping, Accounting And Auditing Clerks	307.00	245.00	265.00	313.50	296.00	284.00
Payroll And Timekeeping Clerks	300.00	0.00	277.50	300.00	0.00	256.00
Billing, Cost And Rate Clerks	288.00	0.00	0.00	0.00	0.00	275.00
General Office Clerks	260.00	200.00	259.20	245.00	275.00	250.00
Computer Operators, Exc. Peripheral Equipment	310.00	290.00	0.00	300.00	337.50	320.00
Data Entry Keyers, Except Composing	280.00	0.00	0.00	0.00	271.00	302.50
Communications Equipment Operators	297.53	0.00	0.00	0.00	0.00	272.50
Dispatchers	386.50	483.00	0.00	0.00	0.00	500.00
Stock Clerks - Stock Room, Warehouse Or Storage Yard	260.00	190.00	244.80	267.50	320.00	280.00
Order Fillers, Wholesale And Retail Sales	269.00	0.00	0.00	250.00	0.00	250.00
Traffic, Shipping And Receiving Clerks	315.00	240.00	241.50	336.00	292.00	320.00
SERVICE						
Supervisors And Managers - Service	10.42	0.00	9.33	0.00	0.00	11.25
Waiters And Waitresses	2.63	0.00	2.50	0.00	0.00	0.00
Cooks, Restaurant	7.00	0.00	5.00	0.00	0.00	7.00
Cleaning And Building Service Workers	6.10	0.00	5.50	0.00	7.11	6.85
PRODUCTION						
Machinery Maint. Mech., Installers And Repairers	10.00	0.00	0.00	8.93	10.15	0.00
Automotive Mechanics	10.00	10.55	7.50	12.09	8.50	8.75
Bus, Truck, And Diesel Mechanics	10.00	0.00	8.50	0.00	9.50	10.65
Elec. And Electronic Equip. Mech., Rep. And Installers	12.66	0.00	0.00	9.50	0.00	0.00
Truck Drivers, Heavy Or Tractor-Trailer	9.50	8.88	8.25	10.50	8.75	9.75
Truck Drivers, Light - Inc. Delivery And Route Workers	7.43	6.00	6.00	8.00	6.50	7.50
Bus Drivers And School Bus Drivers	6.74	0.00	0.00	0.00	0.00	5.75
Helpers, Laborers And Material Movers, Hand	6.50	5.15	0.00	6.00	6.90	6.25
Freight, Stock And Material Movers, Hand	6.75	0.00	5.50	7.85	6.95	7.50

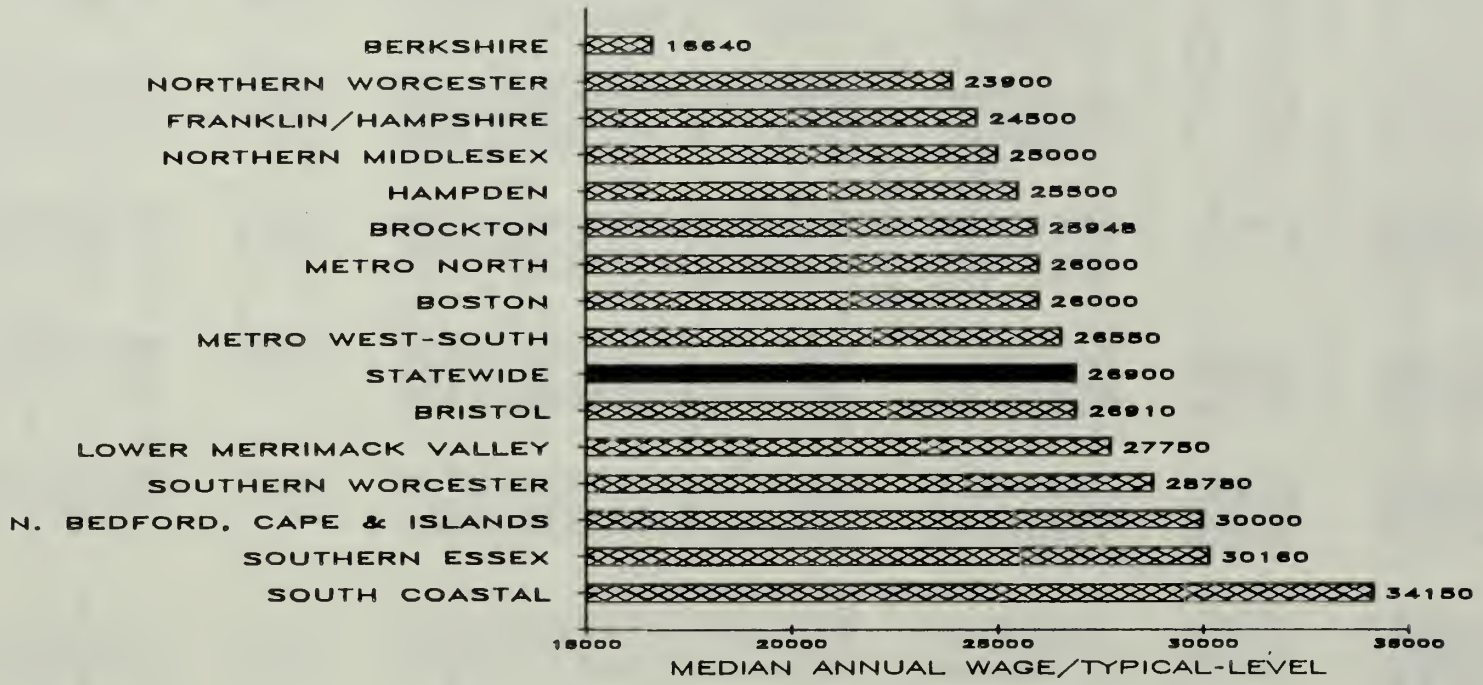
MEDIAN OCCUPATIONAL WAGE/TYPICAL CATEGORY -- BY SERVICE DELIVERY AREA

OCCUPATIONS	STATEWIDE	NORTHERN MIDDLESEX	LOWER MERRIMAC	SOUTHERN ESSEX	METRO NORTH	BOSTON
MANAGERIAL AND ADMINISTRATIVE						
Financial Managers	32,000	30,000	35,000	0	29,950	47,500
Personnel, Training And Labor Relations Managers	29,900	0	0	0	31,980	30,600
Purchasing Managers	26,000	30,000	31,200	31,200	30,000	28,000
Marketing, Advertising And Public Relations Managers	31,523	21,510	31,200	42,700	31,200	37,550
Administrative Service Managers	27,300	27,000	28,600	28,000	30,000	0
Engineering, Mathematical And Natural Science Managers	38,950	0	0	0	0	42,500
Communications, Transportation And Utilities Oper.Mgrs.	35,000	0	0	0	51,837	47,100
General Managers And Top Executives	35,000	35,100	35,000	30,000	40,000	40,800
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL						
Accountants And Auditors	26,900	25,000	27,750	30,160	26,000	26,000
Wholesale And Retail Buyers	22,100	22,100	25,500	23,500	22,100	20,696
Engineers	37,409	0	0	0	37,377	0
Systems Analysts, Electronic Data Processing	33,400	0	0	0	0	0
Computer Programmers	27,040	0	0	0	0	29,200
SALES AND RELATED OCCUPATIONS						
First Line Supervisors And Manager/Supv. - Sales	450.00	470.00	450.00	400.00	528.00	480.00
Sales Agents	465.00	0.00	0.00	0.00	557.00	538.00
Sales Representatives	483.00	499.50	512.50	480.00	535.50	495.00
Salespersons, Retail	220.00	235.00	267.50	210.00	255.00	222.50
Salespersons, Parts	300.00	310.00	320.00	0.00	326.00	310.00
Counter And Rental Clerks	240.00	0.00	0.00	0.00	0.00	0.00
Stock Clerks, Sales Floor	200.00	210.00	260.00	240.00	210.50	200.00
Cashiers	200.00	215.00	240.00	200.00	204.00	190.00
CLERICAL AND ADMINISTRATIVE SUPPORT						
Supervisors And Manager/Supv. - Clerical/Admin. Support	420.00	384.00	384.00	433.00	500.00	480.00
Adjustment Clerks	299.80	0.00	0.00	0.00	0.00	350.00
Bill And Account Collectors	317.50	330.00	300.00	275.00	330.00	350.00
Secretaries	307.00	325.00	311.50	300.00	325.00	346.00
Receptionists And Information Clerks	260.00	260.00	252.00	250.00	260.00	297.00
Typists	275.00	0.00	0.00	0.00	284.00	299.63
Typists, Word Processing Equipment	290.00	0.00	0.00	0.00	298.00	0.00
File Clerks	230.00	215.00	255.00	0.00	231.50	270.00
Order Clerks	288.00	0.00	291.50	0.00	296.50	285.00
Bookkeeping, Accounting And Auditing Clerks	307.00	300.00	310.00	325.00	300.00	330.00
Payroll And Timekeeping Clerks	300.00	0.00	326.00	280.00	307.00	320.00
Billing, Cost And Rate Clerks	288.00	280.00	260.00	273.50	336.00	320.00
General Office Clerks	260.00	250.00	265.00	269.00	280.00	275.00
Computer Operators, Exc. Peripheral Equipment	310.00	300.00	322.05	310.00	325.00	344.75
Data Entry Keyers, Except Composing	280.00	260.00	0.00	311.03	230.00	296.50
Communications Equipment Operators	297.53	0.00	0.00	0.00	0.00	349.50
Dispatchers	386.50	342.50	499.50	0.00	498.00	442.00
Stock Clerks - Stock Room, Warehouse Or Storage Yard	260.00	0.00	274.00	231.00	277.00	260.00
Order Fillers, Wholesale And Retail Sales	269.00	0.00	365.00	0.00	284.00	0.00
Traffic, Shipping And Receiving Clerks	315.00	320.00	320.00	320.00	330.00	314.50
SERVICE						
Supervisors And Managers - Service	10.42	0.00	0.00	0.00	9.38	0.00
Waiters And Waitresses	2.63	0.00	0.00	0.00	0.00	0.00
Cooks, Restaurant	7.00	0.00	0.00	0.00	7.50	7.75
Cleaning And Building Service Workers	6.10	4.75	6.00	0.00	6.53	0.00
PRODUCTION						
Machinery Maint. Mech., Installers And Repairers	10.00	0.00	11.75	8.98	10.85	0.00
Automotive Mechanics	10.00	0.00	0.00	0.00	10.00	10.43
Bus, Truck, And Diesel Mechanics	10.00	9.75	10.50	9.75	0.00	0.00
Elec. And Electronic Equip. Mech., Rep. And Installers	12.66	0.00	0.00	0.00	0.00	0.00
Truck Drivers, Heavy Or Tractor-Trailer	9.50	11.00	9.00	9.25	10.00	11.00
Truck Drivers, Light - Inc. Delivery And Route Workers	7.43	7.25	7.00	8.75	8.00	7.95
Bus Drivers And School Bus Drivers	6.74	0.00	0.00	0.00	0.00	0.00
Helpers, Laborers And Material Movers, Hand	6.50	6.38	6.50	7.00	8.45	5.75
Freight, Stock And Material Movers, Hand	6.75	6.50	6.74	7.24	7.25	7.31

MEDIAN OCCUPATIONAL WAGE/TYPICAL CATEGORY -- BY SERVICE DELIVERY AREA

OCCUPATIONS	STATEWIDE	METRO WEST-SOUTH	SOUTH COASTAL	BROCKTON	BRISTOL	NEW BEDFORD CAPE/ISLANDS
MANAGERIAL AND ADMINISTRATIVE						
Financial Managers	32,000	32,000	37,000	0	0	0
Personnel, Training And Labor Relations Managers	29,900	31,200	0	0	0	0
Purchasing Managers	26,000	25,000	24,500	0	0	0
Marketing, Advertising And Public Relations Managers	31,523	36,000	48,000	31,221	26,488	18,400
Administrative Service Managers	27,300	30,754	28,000	0	0	0
Engineering, Mathematical And Natural Science Managers	38,950	43,000	0	0	0	0
Communications, Transportation And Utilities Oper.Mgrs.	35,000	46,263	53,250	0	0	21,500
General Managers And Top Executives	35,000	38,100	40,000	35,250	31,200	28,000
PROFESSIONAL, PARAPROFESSIONAL AND TECHNICAL						
Accountants And Auditors	26,900	26,550	34,150	25,948	26,910	30,000
Wholesale And Retail Buyers	22,100	23,000	0	25,500	0	27,000
Engineers	37,409	30,763	0	0	0	0
Systems Analysts, Electronic Data Processing	33,400	28,807	34,150	0	0	0
Computer Programmers	27,040	27,250	0	0	28,375	0
SALES AND RELATED OCCUPATIONS						
First Line Supervisors And Manager/Supv. - Sales	450.00	500.00	451.00	425.00	385.50	450.00
Sales Agents	465.00	432.31	550.00	0.00	0.00	0.00
Sales Representatives	483.00	471.00	490.00	444.50	528.00	400.00
Salespersons, Retail	220.00	240.00	236.00	240.00	210.00	240.00
Salespersons, Parts	300.00	326.00	0.00	280.00	289.00	326.00
Counter And Rental Clerks	240.00	0.00	195.00	0.00	277.00	0.00
Stock Clerks, Sales Floor	200.00	203.00	200.00	210.00	185.00	235.00
Cashiers	200.00	200.00	200.00	220.00	172.50	220.00
CLERICAL AND ADMINISTRATIVE SUPPORT						
Supervisors And Manager/Supv. - Clerical/Admin. Support	420.00	446.00	469.00	383.25	410.00	385.00
Adjustment Clerks	299.80	320.00	310.50	245.00	0.00	0.00
Bill And Account Collectors	317.50	348.00	325.00	0.00	261.00	0.00
Secretaries	307.00	317.00	326.00	284.00	260.00	300.00
Receptionists And Information Clerks	260.00	269.00	255.00	252.00	261.00	232.00
Typists	275.00	300.00	294.40	0.00	0.00	0.00
Typists, Word Processing Equipment	290.00	292.00	310.00	0.00	0.00	0.00
File Clerks	230.00	227.00	243.00	223.00	240.00	0.00
Order Clerks	288.00	303.00	326.00	0.00	0.00	0.00
Bookkeeping, Accounting And Auditing Clerks	307.00	325.00	346.00	294.00	305.00	304.50
Payroll And Timekeeping Clerks	300.00	269.50	323.70	339.00	300.00	0.00
Billing, Cost And Rate Clerks	288.00	289.00	302.40	0.00	269.00	235.00
General Office Clerks	260.00	275.00	260.00	260.00	225.00	260.00
Computer Operators, Exc. Peripheral Equipment	310.00	325.00	346.20	288.00	264.50	300.00
Data Entry Keyers, Except Composing	280.00	280.00	299.00	290.00	0.00	288.50
Communications Equipment Operators	297.53	293.00	0.00	0.00	0.00	0.00
Dispatchers	386.50	423.00	0.00	0.00	383.00	346.00
Stock Clerks - Stock Room, Warehouse Or Storage Yard	260.00	246.00	240.00	236.00	265.00	240.00
Order Fillers, Wholesale And Retail Sales	269.00	274.50	0.00	236.00	0.00	0.00
Traffic, Shipping And Receiving Clerks	315.00	284.00	348.00	288.00	280.00	0.00
SERVICE						
Supervisors And Managers - Service	10.42	0.00	0.00	0.00	0.00	9.13
Waiters And Waitresses	2.63	3.03	0.00	0.00	0.00	0.00
Cooks, Restaurant	7.00	6.25	0.00	0.00	0.00	0.00
Cleaning And Building Service Workers	6.10	6.10	9.13	0.00	5.50	0.00
PRODUCTION						
Machinery Maint. Mech., Installers And Repairers	10.00	10.54	0.00	0.00	0.00	0.00
Automotive Mechanics	10.00	12.72	10.00	0.00	10.00	9.62
Bus, Truck, And Diesel Mechanics	10.00	12.00	0.00	9.38	0.00	9.61
Elec. And Electronic Equip. Mech., Rep. And Installers	12.66	14.31	13.56	0.00	0.00	0.00
Truck Drivers, Heavy Or Tractor-Trailer	9.50	9.98	11.00	9.28	8.60	8.83
Truck Drivers, Light - Inc. Delivery And Route Workers	7.43	7.70	8.00	8.00	6.62	6.30
Bus Drivers And School Bus Drivers	6.74	0.00	0.00	0.00	0.00	7.27
Helpers, Laborers And Material Movers, Hand	6.50	7.25	7.00	7.00	5.75	6.50
Freight, Stock And Material Movers, Hand	6.75	6.50	8.75	7.25	6.25	6.00

ACCOUNTANTS AND AUDITORS

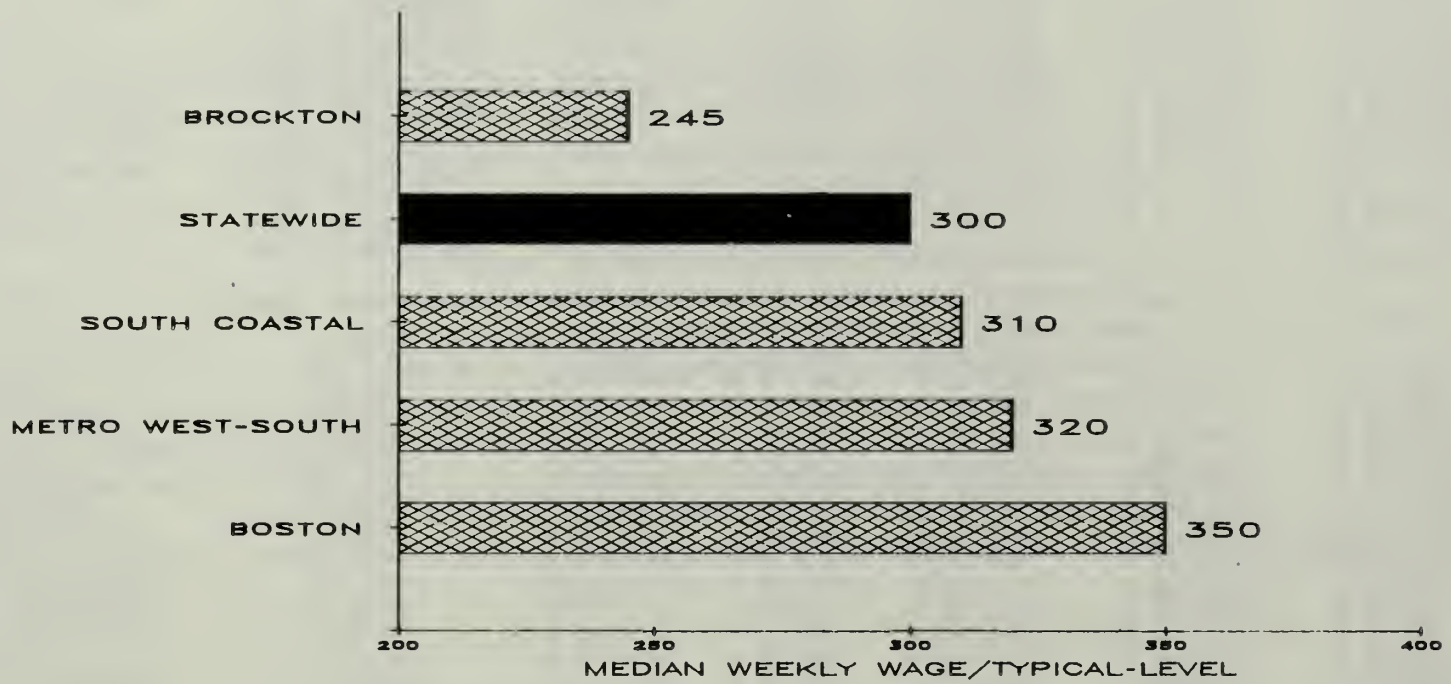


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 28,203	$ 26,500	$ 10,000	$148,400	$ 20,000	$ 34,150	515
BERKSHIRE	ALL	$ 22,223	$ 17,000	$ 12,480	$ 40,700	$ 15,000	$ 27,600	23
FRANKLIN - HAMPSHIRE	ALL	$ 34,282	$ 27,600	$ 18,000	$104,000	$ 18,220	$ 35,000	13
HAMPDEN	ALL	$ 28,045	$ 25,750	$ 12,000	$ 85,000	$ 20,800	$ 34,150	36
NORTHERN WORCESTER	ALL	$ 23,840	$ 23,000	$ 12,480	$ 40,700	$ 16,640	$ 28,500	17
SOUTHERN WORCESTER	ALL	$ 27,982	$ 27,800	$ 14,600	$ 40,700	$ 19,500	$ 34,150	36
NORTHERN MIDDLESEX	ALL	$ 27,585	$ 25,000	$ 13,520	$ 54,600	$ 20,000	$ 33,800	26
LOWER MERRIMACK VALLEY	ALL	$ 31,573	$ 28,860	$ 15,000	$ 80,000	$ 23,400	$ 36,400	38
SOUTHERN ESSEX	ALL	$ 27,726	$ 27,000	$ 11,440	$ 56,400	$ 19,000	$ 32,000	30
METRO NORTH	ALL	$ 26,139	$ 26,000	$ 11,440	$ 42,500	$ 20,000	$ 31,200	49
BOSTON	ALL	$ 27,697	$ 26,500	$ 10,000	$ 61,320	$ 21,860	$ 33,629	57
METRO WEST - SOUTH	ALL	$ 28,138	$ 26,550	$ 10,000	$ 60,000	$ 20,000	$ 33,000	80
SOUTH COASTAL	ALL	$ 35,610	$ 34,150	$ 10,000	$148,400	$ 25,000	$ 40,700	39
BROCKTON	ALL	$ 26,111	$ 25,375	$ 12,000	$ 45,000	$ 20,000	$ 30,450	23
BRISTOL	ALL	$ 28,095	$ 27,710	$ 12,347	$ 41,600	$ 22,056	$ 32,500	16
NEW BEDFORD-CAPE COD & ISL	ALL	$ 26,495	$ 26,000	$ 13,520	$ 60,000	$ 19,500	$ 30,000	31

STATEWIDE	ENTRY	$ 21,402	$ 20,000	$ 10,000	$ 40,000	$ 17,680	$ 26,000	164
BERKSHIRE	ENTRY	$ 18,411	$ 15,000	$ 12,480	$ 27,600	$ 13,000	$ 18,200	7
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 21,834	$ 20,000	$ 12,480	$ 39,000	$ 15,000	$ 22,900	11
NORTHERN WORCESTER	ENTRY	$ 19,742	$ 19,525	$ 12,480	$ 27,600	$ 15,320	$ 24,000	6
SOUTHERN WORCESTER	ENTRY	$ 22,170	$ 20,750	$ 14,600	$ 29,380	$ 17,500	$ 27,600	12
NORTHERN MIDDLESEX	ENTRY	$ 20,505	$ 19,360	$ 13,520	$ 33,800	$ 15,000	$ 20,000	8
LOWER MERRIMACK VALLEY	ENTRY	$ 23,713	$ 23,140	$ 15,000	$ 31,200	$ 20,000	$ 25,000	11
SOUTHERN ESSEX	ENTRY	$ 19,380	$ 19,000	$ 11,440	$ 31,200	$ 15,000	$ 20,000	9
METRO NORTH	ENTRY	$ 21,438	$ 19,600	$ 11,440	$ 31,200	$ 17,000	$ 26,000	16
BOSTON	ENTRY	$ 21,595	$ 20,640	$ 10,000	$ 33,280	$ 18,000	$ 25,000	20
METRO WEST - SOUTH	ENTRY	$ 20,635	$ 20,000	$ 10,000	$ 40,000	$ 18,000	$ 24,000	26
SOUTH COASTAL	ENTRY	$ 25,175	$ 25,700	$ 14,000	$ 36,000	$ 20,200	$ 27,600	12
BROCKTON	ENTRY	$ 18,963	$ 19,500	$ 12,000	$ 26,000	$ 15,000	$ 20,300	8
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 21,002	$ 21,000	$ 13,520	$ 30,000	$ 17,000	$ 25,000	10
STATEWIDE	TYPICAL	$ 27,609	$ 26,900	$ 10,000	$ 85,000	$ 22,000	$ 34,150	184
BERKSHIRE	TYPICAL	$ 20,962	$ 16,640	$ 13,520	$ 34,150	$ 15,600	$ 26,000	9
FRANKLIN - HAMPSHIRE	TYPICAL	$ 25,728	$ 24,500	$ 18,000	$ 35,000	$ 18,220	$ 34,150	6
HAMPDEN	TYPICAL	$ 31,384	$ 25,500	$ 16,000	$ 85,000	$ 22,000	$ 34,150	12
NORTHERN WORCESTER	TYPICAL	$ 25,018	$ 23,900	$ 14,560	$ 35,000	$ 18,600	$ 34,150	6
SOUTHERN WORCESTER	TYPICAL	$ 27,278	$ 28,780	$ 18,200	$ 35,000	$ 19,000	$ 34,150	12
NORTHERN MIDDLESEX	TYPICAL	$ 27,753	$ 25,000	$ 16,120	$ 44,200	$ 20,000	$ 35,000	9
LOWER MERRIMACK VALLEY	TYPICAL	$ 28,669	$ 27,750	$ 20,800	$ 38,000	$ 24,000	$ 35,000	14
SOUTHERN ESSEX	TYPICAL	$ 27,850	$ 30,160	$ 13,520	$ 41,600	$ 19,000	$ 31,200	11
METRO NORTH	TYPICAL	$ 26,260	$ 26,000	$ 17,900	$ 35,000	$ 21,000	$ 31,200	17
BOSTON	TYPICAL	$ 27,883	$ 26,000	$ 15,000	$ 40,000	$ 21,860	$ 33,800	17
METRO WEST - SOUTH	TYPICAL	$ 27,734	$ 26,550	$ 14,000	$ 60,000	$ 22,000	$ 33,000	28
SOUTH COASTAL	TYPICAL	$ 32,749	$ 34,150	$ 10,000	$ 50,000	$ 26,000	$ 37,100	16
BROCKTON	TYPICAL	$ 25,099	$ 25,948	$ 15,000	$ 32,000	$ 20,000	$ 29,800	8
BRISTOL	TYPICAL	$ 26,899	$ 26,910	$ 17,201	$ 34,150	$ 25,000	$ 31,220	6
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 26,358	$ 30,000	$ 15,600	$ 33,000	$ 20,000	$ 30,000	12
STATEWIDE	MOST EXPERIENCED	$ 35,537	$ 33,020	$ 12,000	$148,400	$ 27,040	$ 40,700	167
BERKSHIRE	MOST EXPERIENCED	$ 27,657	$ 23,000	$ 15,000	$ 40,700	$ 17,000	$ 36,400	7
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 30,218	$ 30,420	$ 12,000	$ 40,700	$ 25,000	$ 35,000	13
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 34,498	$ 36,640	$ 24,000	$ 40,700	$ 28,192	$ 40,000	12
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 33,711	$ 30,000	$ 25,000	$ 54,600	$ 25,000	$ 42,000	9
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 41,351	$ 37,440	$ 23,140	$ 80,000	$ 30,000	$ 46,200	13
SOUTHERN ESSEX	MOST EXPERIENCED	$ 35,100	$ 35,600	$ 15,600	$ 56,400	$ 21,000	$ 46,800	10
METRO NORTH	MOST EXPERIENCED	$ 30,713	$ 31,350	$ 17,900	$ 42,500	$ 24,700	$ 35,000	16
BOSTON	MOST EXPERIENCED	$ 33,642	$ 30,077	$ 22,000	$ 61,320	$ 27,000	$ 36,366	20
METRO WEST - SOUTH	MOST EXPERIENCED	$ 36,075	$ 32,280	$ 20,000	$ 60,000	$ 28,000	$ 40,700	26
SOUTH COASTAL	MOST EXPERIENCED	$ 51,155	$ 44,500	$ 21,000	$148,400	$ 39,600	$ 46,000	11
BROCKTON	MOST EXPERIENCED	$ 35,436	$ 32,400	$ 25,000	$ 45,000	$ 30,450	$ 39,000	7
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 32,780	$ 33,000	$ 17,680	$ 60,000	$ 18,000	$ 36,000	9

* MEANS LESS THAN 6 RESPONSES

ADJUSTMENT CLERKS

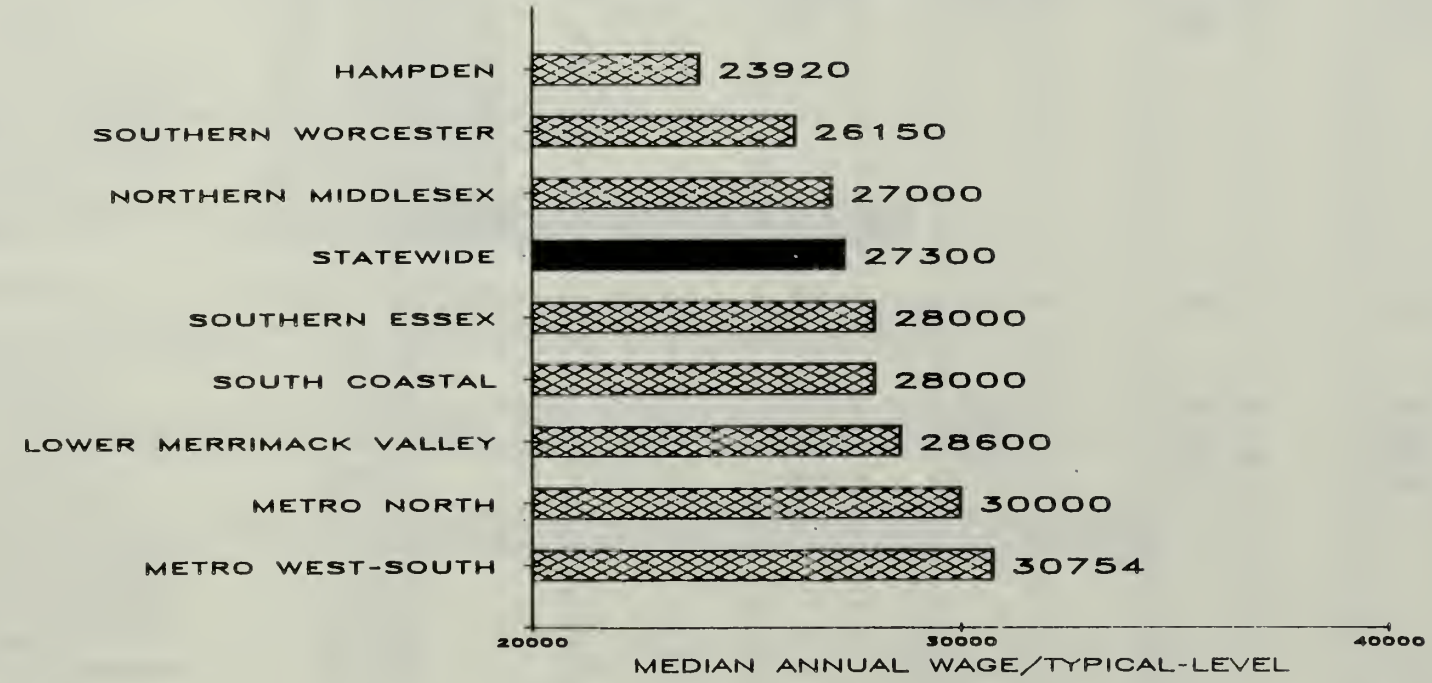


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 310.34	$ 300.00	$ 160.00	$ 650.00	$ 250.00	$ 350.00	168
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ 357.17	$ 338.00	$ 220.00	$ 496.00	$ 299.60	$ 438.90	20
METRO WEST - SOUTH	ALL	$ 315.38	$ 288.00	$ 174.00	$ 550.00	$ 259.00	$ 350.00	27
SOUTH COASTAL	ALL	$ 311.89	$ 300.00	$ 190.00	$ 450.00	$ 266.40	$ 345.00	22
BROCKTON	ALL	$ 274.44	$ 260.00	$ 160.00	$ 390.00	$ 220.00	$ 320.00	19
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 252.92	$ 250.00	$ 160.00	$ 465.00	$ 200.00	$ 296.00	51
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ 313.67	$ 307.00	$ 230.00	$ 465.00	$ 250.00	$ 323.00	6
METRO WEST - SOUTH	ENTRY	$ 258.36	$ 269.00	$ 174.00	$ 350.00	$ 174.00	$ 280.00	9
SOUTH COASTAL	ENTRY	$ 255.49	$ 266.40	$ 190.00	$ 300.00	$ 200.00	$ 296.00	7
BROCKTON	ENTRY	$ 217.59	$ 202.77	$ 160.00	$ 320.00	$ 200.00	$ 220.00	6
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 314.80	$ 299.80	$ 200.00	$ 478.00	$ 260.00	$ 348.00	60
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ 372.06	$ 350.00	$ 288.00	$ 478.00	$ 299.60	$ 438.90	8
METRO WEST - SOUTH	TYPICAL	$ 314.22	$ 320.00	$ 200.00	$ 450.00	$ 222.00	$ 400.00	9
SOUTH COASTAL	TYPICAL	$ 313.65	$ 310.50	$ 200.00	$ 450.00	$ 280.00	$ 333.20	8
BROCKTON	TYPICAL	$ 268.91	$ 245.00	$ 233.45	$ 390.00	$ 240.00	$ 260.00	6
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 357.01	$ 346.00	$ 220.00	$ 650.00	$ 300.00	$ 394.00	57
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ 380.83	$ 377.50	$ 220.00	$ 496.00	$ 330.00	$ 484.00	6
METRO WEST - SOUTH	MOST EXPERIENCED	$ 373.56	$ 320.00	$ 270.00	$ 550.00	$ 270.00	$ 475.00	9
SOUTH COASTAL	MOST EXPERIENCED	$ 366.29	$ 394.00	$ 230.00	$ 450.00	$ 320.00	$ 400.00	7
BROCKTON	MOST EXPERIENCED	$ 327.91	$ 340.00	$ 261.36	$ 390.00	$ 280.00	$ 350.00	7
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

ADMINISTRATIVE SERVICE MANAGERS

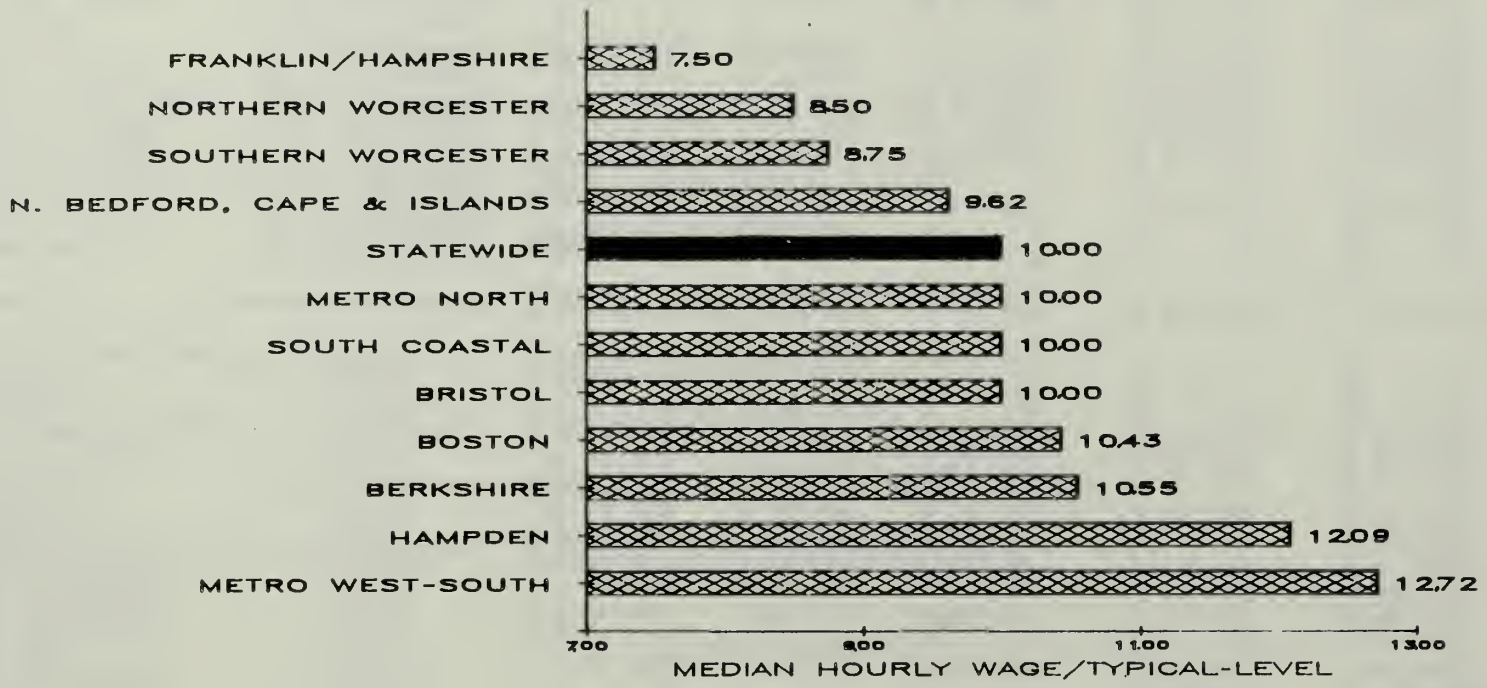


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 30,332	$ 26,097	$ 8,840	$ 85,000	$ 21,200	$ 35,500	272
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 23,068	$ 23,400	$ 8,840	$ 40,000	$ 17,999	$ 29,120	25
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 27,172	$ 26,650	$ 10,000	$ 40,000	$ 23,400	$ 32,000	18
NORTHERN MIDDLESEX	ALL	$ 27,252	$ 26,000	$ 10,400	$ 65,000	$ 20,800	$ 30,000	21
LOWER MERRIMACK VALLEY	ALL	$ 34,468	$ 26,800	$ 14,560	$ 85,000	$ 18,720	$ 40,000	20
SOUTHERN ESSEX	ALL	$ 30,705	$ 28,000	$ 12,500	$ 60,000	$ 20,000	$ 36,000	20
METRO NORTH	ALL	$ 34,810	$ 30,000	$ 13,000	$ 80,000	$ 25,000	$ 41,300	29
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 31,658	$ 27,354	$ 10,400	$ 80,000	$ 21,320	$ 40,000	50
SOUTH COASTAL	ALL	$ 30,633	$ 27,800	$ 17,000	$ 80,000	$ 21,000	$ 33,800	32
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 23,249	$ 21,500	$ 8,840	$ 60,000	$ 18,200	$ 26,000	76
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 17,519	$ 18,200	$ 8,840	$ 23,296	$ 10,400	$ 21,000	7
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ 20,886	$ 23,400	$ 10,400	$ 26,000	$ 18,200	$ 25,000	7
LOWER MERRIMACK VALLEY	ENTRY	$ 26,283	$ 21,570	$ 14,560	$ 60,000	$ 15,000	$ 25,000	6
SOUTHERN ESSEX	ENTRY	$ 22,250	$ 21,000	$ 12,500	$ 34,000	$ 19,000	$ 26,000	6
METRO NORTH	ENTRY	$ 25,409	$ 25,000	$ 13,000	$ 45,000	$ 18,500	$ 25,000	7
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 24,298	$ 23,000	$ 10,400	$ 40,000	$ 16,640	$ 30,000	16
SOUTH COASTAL	ENTRY	$ 23,808	$ 22,700	$ 17,000	$ 38,500	$ 17,000	$ 24,960	8
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 29,727	$ 27,300	$ 10,000	$ 75,000	$ 23,000	$ 34,500	99
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 22,762	$ 23,920	$ 10,400	$ 35,000	$ 10,400	$ 28,600	9
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 25,463	$ 26,150	$ 10,000	$ 34,000	$ 22,000	$ 30,000	8
NORTHERN MIDDLESEX	TYPICAL	$ 25,340	$ 27,000	$ 12,480	$ 39,000	$ 20,800	$ 27,300	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 31,677	$ 28,600	$ 16,640	$ 65,000	$ 17,500	$ 30,000	7
SOUTHERN ESSEX	TYPICAL	$ 30,900	$ 28,000	$ 16,000	$ 45,500	$ 25,000	$ 36,000	8
METRO NORTH	TYPICAL	$ 33,973	$ 30,000	$ 13,400	$ 75,000	$ 26,000	$ 32,000	11
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 30,617	$ 30,754	$ 16,640	$ 45,000	$ 21,320	$ 38,000	16
SOUTH COASTAL	TYPICAL	$ 28,346	$ 28,000	$ 17,500	$ 54,900	$ 21,000	$ 31,200	13
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 36,498	$ 33,800	$ 10,400	$ 85,000	$ 26,000	$ 41,600	97
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 27,689	$ 31,113	$ 10,400	$ 40,000	$ 11,440	$ 34,300	9
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 33,167	$ 33,500	$ 26,000	$ 40,000	$ 30,000	$ 36,000	6
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 35,531	$ 31,720	$ 26,000	$ 65,000	$ 26,000	$ 34,996	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 44,274	$ 40,000	$ 18,720	$ 85,000	$ 25,000	$ 41,600	7
SOUTHERN ESSEX	MOST EXPERIENCED	$ 38,900	$ 35,500	$ 20,000	$ 60,000	$ 31,200	$ 51,200	6
METRO NORTH	MOST EXPERIENCED	$ 41,629	$ 40,000	$ 17,420	$ 80,000	$ 26,000	$ 43,000	11
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 39,127	$ 38,720	$ 20,800	$ 80,000	$ 25,000	$ 50,000	18
SOUTH COASTAL	MOST EXPERIENCED	$ 38,300	$ 33,800	$ 18,000	$ 80,000	$ 25,400	$ 36,000	11
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

AUTOMOTIVE MECHANICS

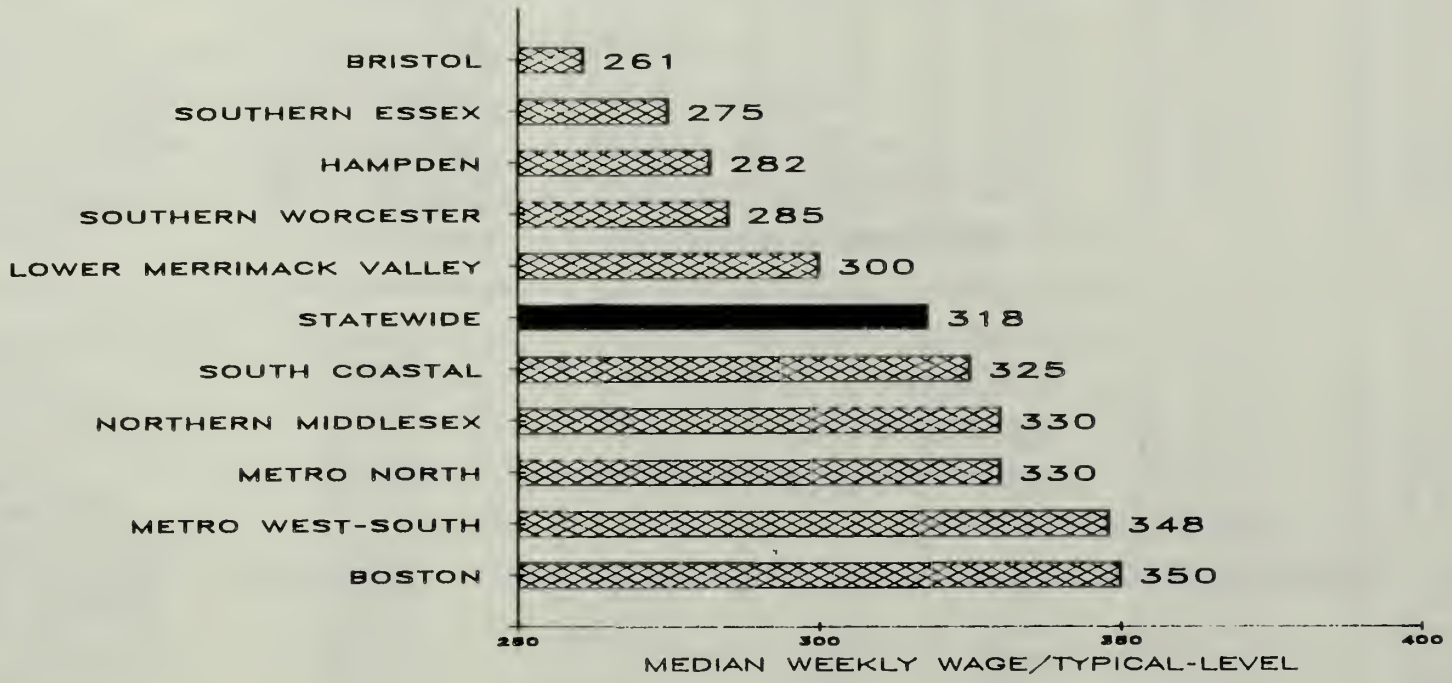


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 10.36	$ 10.00	$ 4.00	$ 25.00	$ 7.98	$ 12.50	359
BERKSHIRE	ALL	$ 10.45	$ 10.23	$ 5.00	$ 15.63	$ 8.00	$ 12.09	16
FRANKLIN - HAMPSHIRE	ALL	$ 7.81	$ 7.50	$ 4.00	$ 12.09	$ 6.00	$ 9.00	15
HAMPDEN	ALL	$ 11.60	$ 11.50	$ 5.00	$ 17.79	$ 9.00	$ 15.00	21
NORTHERN WORCESTER	ALL	$ 9.54	$ 9.07	$ 5.00	$ 18.27	$ 6.50	$ 11.42	41
SOUTHERN WORCESTER	ALL	$ 10.64	$ 10.46	$ 4.50	$ 25.00	$ 7.50	$ 12.63	43
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 10.65	$ 10.46	$ 5.63	$ 17.50	$ 8.00	$ 12.93	37
BOSTON	ALL	$ 11.65	$ 11.01	$ 6.00	$ 18.00	$ 8.25	$ 14.95	18
METRO WEST - SOUTH	ALL	$ 11.64	$ 12.09	$ 5.00	$ 19.23	$ 9.07	$ 14.43	31
SOUTH COASTAL	ALL	$ 10.21	$ 10.00	$ 6.00	$ 15.42	$ 8.30	$ 12.09	26
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 8.87	$ 9.00	$ 4.00	$ 16.00	$ 6.00	$ 10.00	23
NEW BEDFORD-CAPE COD & ISL	ALL	$ 10.27	$ 9.52	$ 4.00	$ 22.00	$ 7.98	$ 12.02	36

STATEWIDE	ENTRY	$ 8.03	$ 8.00	$ 4.00	$ 17.00	$ 6.00	$ 9.62	117
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 8.48	$ 9.07	$ 5.00	$ 12.00	$ 6.00	$ 10.46	7
NORTHERN WORCESTER	ENTRY	$ 7.44	$ 6.50	$ 5.00	$ 10.46	$ 6.00	$ 9.61	14
SOUTHERN WORCESTER	ENTRY	$ 8.10	$ 8.04	$ 4.50	$ 15.00	$ 5.50	$ 9.50	16
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 8.58	$ 9.00	$ 5.63	$ 10.67	$ 7.00	$ 10.46	12
BOSTON	ENTRY	$ 9.98	$ 9.12	$ 6.00	$ 17.00	$ 8.00	$ 10.67	6
METRO WEST - SOUTH	ENTRY	$ 9.36	$ 9.62	$ 5.00	$ 14.00	$ 7.00	$ 10.67	9
SOUTH COASTAL	ENTRY	$ 7.91	$ 7.00	$ 6.00	$ 12.02	$ 6.00	$ 9.07	9
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ 6.19	$ 6.00	$ 4.00	$ 9.07	$ 4.50	$ 7.00	7
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 7.85	$ 7.99	$ 4.00	$ 10.46	$ 7.21	$ 8.18	12
STATEWIDE	TYPICAL	$ 10.42	$ 10.00	$ 5.50	$ 17.00	$ 8.00	$ 12.50	122
BERKSHIRE	TYPICAL	$ 10.80	$ 10.55	$ 8.00	$ 15.63	$ 8.00	$ 12.09	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ 7.87	$ 7.50	$ 6.00	$ 12.09	$ 6.50	$ 7.55	3
HAMPDEN	TYPICAL	$ 12.33	$ 12.09	$ 8.00	$ 16.35	$ 9.00	$ 14.00	7
NORTHERN WORCESTER	TYPICAL	$ 9.90	$ 8.50	$ 6.00	$ 15.63	$ 6.50	$ 12.09	13
SOUTHERN WORCESTER	TYPICAL	$ 10.25	$ 8.75	$ 7.50	$ 15.63	$ 7.50	$ 12.09	13
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 10.54	$ 10.00	$ 7.50	$ 15.63	$ 8.00	$ 12.93	12
BOSTON	TYPICAL	$ 11.26	$ 10.43	$ 7.75	$ 17.00	$ 9.00	$ 12.93	6
METRO WEST - SOUTH	TYPICAL	$ 11.58	$ 12.72	$ 6.00	$ 15.10	$ 8.00	$ 12.93	12
SOUTH COASTAL	TYPICAL	$ 10.71	$ 10.00	$ 7.00	$ 14.68	$ 9.00	$ 12.09	9
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 9.02	$ 10.00	$ 6.00	$ 12.09	$ 6.00	$ 10.62	9
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 10.46	$ 9.62	$ 5.50	$ 15.63	$ 8.00	$ 11.06	11
STATEWIDE	MOST EXPERIENCED	$ 12.56	$ 12.09	$ 5.77	$ 25.00	$ 10.00	$ 14.95	120
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 14.00	$ 15.00	$ 10.00	$ 17.79	$ 11.50	$ 15.63	7
NORTHERN WORCESTER	MOST EXPERIENCED	$ 11.32	$ 10.25	$ 7.00	$ 18.27	$ 8.80	$ 13.05	14
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 13.91	$ 12.74	$ 9.38	$ 25.00	$ 12.09	$ 14.00	14
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 13.31	$ 14.20	$ 8.65	$ 15.63	$ 12.75	$ 14.43	6
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 12.66	$ 12.09	$ 7.50	$ 17.50	$ 10.00	$ 14.94	13
BOSTON	MOST EXPERIENCED	$ 13.73	$ 13.80	$ 8.25	$ 18.00	$ 11.50	$ 17.00	6
METRO WEST - SOUTH	MOST EXPERIENCED	$ 13.78	$ 14.95	$ 6.50	$ 19.23	$ 12.09	$ 15.00	10
SOUTH COASTAL	MOST EXPERIENCED	$ 12.24	$ 12.05	$ 8.30	$ 15.42	$ 11.00	$ 12.09	8
BROCKTON	MOST EXPERIENCED	$ 9.79	$ 9.50	$ 5.77	$ 15.63	$ 7.50	$ 10.82	6
BRISTOL	MOST EXPERIENCED	$ 11.37	$ 10.00	$ 8.50	$ 16.00	$ 9.00	$ 12.09	7
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 12.34	$ 12.02	$ 7.50	$ 22.00	$ 9.29	$ 14.42	13

* MEANS LESS THAN 6 RESPONSES

BILL AND ACCOUNT COLLECTORS

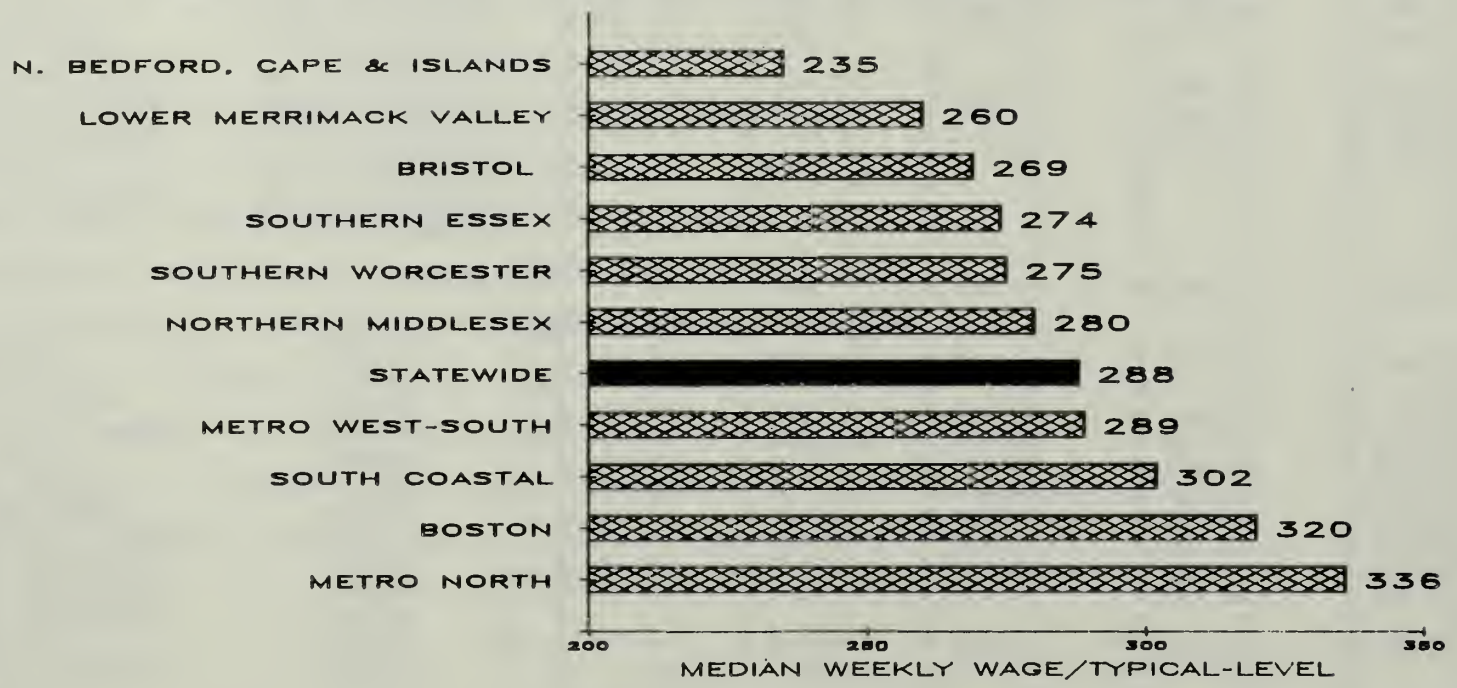


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 329.41	$ 307.00	$ 160.00	$ 789.00	$ 270.00	$ 375.00	286
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 261.00	$ 267.50	$ 200.00	$ 347.00	$ 220.00	$ 300.00	18
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 280.52	$ 260.00	$ 180.00	$ 423.00	$ 240.00	$ 315.00	25
NORTHERN MIDDLESEX	ALL	$ 349.19	$ 320.00	$ 240.00	$ 600.00	$ 280.00	$ 375.00	21
LOWER MERRIMACK VALLEY	ALL	$ 346.26	$ 300.00	$ 230.00	$ 789.00	$ 275.00	$ 360.00	31
SOUTHERN ESSEX	ALL	$ 289.53	$ 300.00	$ 200.00	$ 358.00	$ 260.00	$ 300.00	15
METRO NORTH	ALL	$ 361.71	$ 340.00	$ 240.00	$ 576.00	$ 307.00	$ 388.00	21
BOSTON	ALL	$ 348.93	$ 346.00	$ 200.00	$ 519.00	$ 288.00	$ 403.00	33
METRO WEST - SOUTH	ALL	$ 374.94	$ 350.00	$ 240.00	$ 769.00	$ 300.00	$ 400.00	32
SOUTH COASTAL	ALL	$ 339.85	$ 320.00	$ 240.00	$ 520.00	$ 285.00	$ 384.00	26
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 293.60	$ 293.00	$ 180.00	$ 462.00	$ 218.00	$ 333.00	15
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 278.83	$ 279.00	$ 160.00	$ 528.00	$ 240.00	$ 300.00	90
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 219.33	$ 205.50	$ 200.00	$ 280.00	$ 200.00	$ 225.00	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 236.25	$ 235.00	$ 190.00	$ 300.00	$ 200.00	$ 250.00	8
NORTHERN MIDDLESEX	ENTRY	$ 294.29	$ 300.00	$ 240.00	$ 375.00	$ 240.00	$ 300.00	7
LOWER MERRIMACK VALLEY	ENTRY	$ 292.30	$ 277.50	$ 230.00	$ 480.00	$ 250.00	$ 300.00	10
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 305.67	$ 302.50	$ 240.00	$ 384.00	$ 288.00	$ 317.00	6
BOSTON	ENTRY	$ 284.09	$ 288.00	$ 200.00	$ 465.00	$ 230.00	$ 288.00	11
METRO WEST - SOUTH	ENTRY	$ 308.57	$ 288.00	$ 240.00	$ 461.00	$ 259.00	$ 300.00	11
SOUTH COASTAL	ENTRY	$ 282.90	$ 281.10	$ 240.00	$ 346.00	$ 245.00	$ 300.00	8
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 326.47	$ 300.00	$ 230.80	$ 528.00	$ 293.00	$ 307.00	6
STATEWIDE	TYPICAL	$ 326.95	$ 317.50	$ 180.00	$ 615.00	$ 275.00	$ 360.00	108
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 280.25	$ 282.50	$ 220.00	$ 347.00	$ 240.00	$ 300.00	8
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 284.80	$ 285.00	$ 180.00	$ 423.00	$ 240.00	$ 315.00	10
NORTHERN MIDDLESEX	TYPICAL	$ 347.43	$ 330.00	$ 260.00	$ 450.00	$ 272.00	$ 350.00	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 328.90	$ 300.00	$ 275.00	$ 480.00	$ 288.00	$ 360.00	10
SOUTHERN ESSEX	TYPICAL	$ 277.67	$ 275.00	$ 256.00	$ 300.00	$ 260.00	$ 300.00	6
METRO NORTH	TYPICAL	$ 357.67	$ 330.00	$ 280.00	$ 480.00	$ 307.00	$ 388.00	9
BOSTON	TYPICAL	$ 364.89	$ 350.00	$ 247.00	$ 503.00	$ 336.00	$ 384.00	11
METRO WEST - SOUTH	TYPICAL	$ 372.06	$ 348.00	$ 270.00	$ 615.00	$ 307.69	$ 380.00	12
SOUTH COASTAL	TYPICAL	$ 349.84	$ 325.00	$ 275.00	$ 520.00	$ 285.00	$ 384.00	10
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 274.33	$ 261.00	$ 200.00	$ 391.00	$ 200.00	$ 333.00	6
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 384.15	$ 364.00	$ 200.00	$ 789.00	$ 320.00	$ 423.00	88
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 325.00	$ 320.00	$ 240.00	$ 400.00	$ 260.00	$ 375.00	7
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 405.86	$ 350.00	$ 280.00	$ 600.00	$ 320.00	$ 391.00	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 411.09	$ 358.00	$ 275.00	$ 789.00	$ 307.00	$ 384.00	11
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 423.83	$ 392.00	$ 340.00	$ 576.00	$ 384.00	$ 459.00	6
BOSTON	MOST EXPERIENCED	$ 397.82	$ 403.00	$ 280.00	$ 519.00	$ 346.00	$ 423.00	11
METRO WEST - SOUTH	MOST EXPERIENCED	$ 459.89	$ 400.00	$ 320.00	$ 769.00	$ 350.00	$ 546.00	9
SOUTH COASTAL	MOST EXPERIENCED	$ 384.33	$ 375.00	$ 310.00	$ 480.00	$ 320.00	$ 439.60	8
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 400.83	$ 401.50	$ 260.00	$ 528.00	$ 364.00	$ 450.00	6

* MEANS LESS THAN 6 RESPONSES

BILLING, COST AND RATE CLERKS

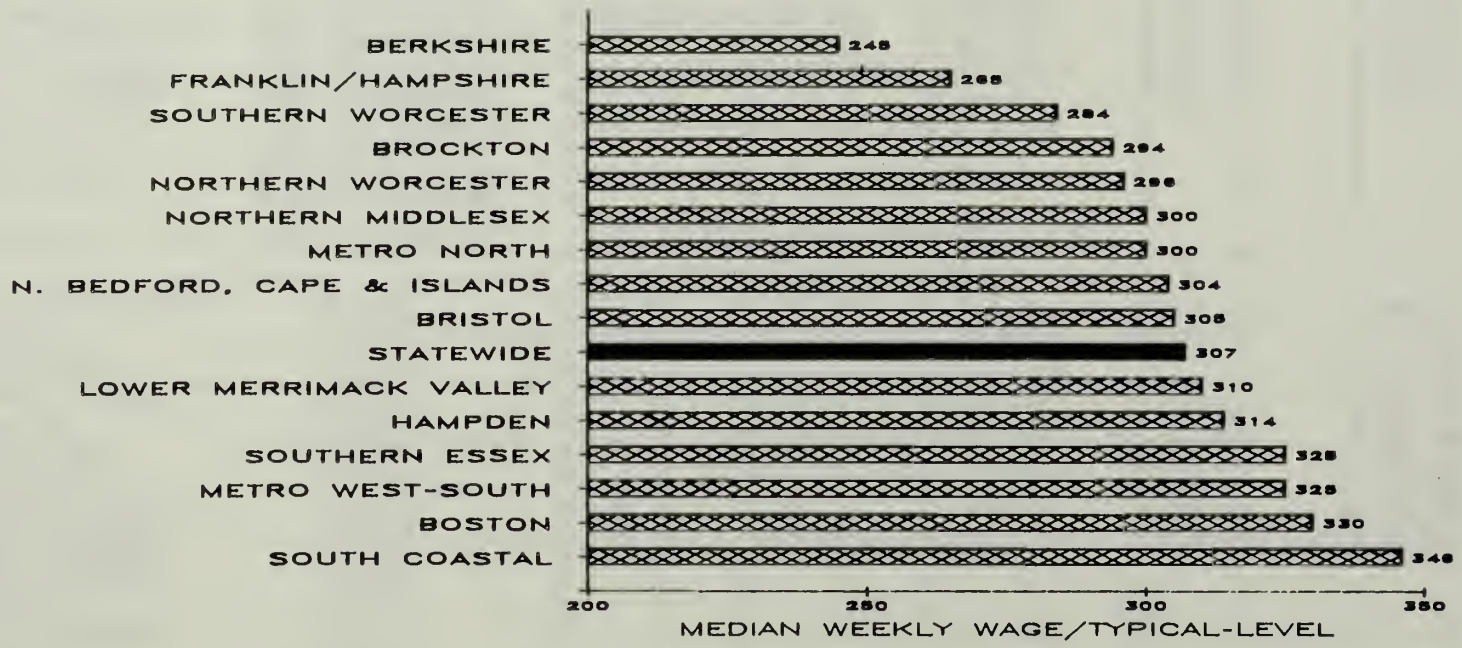


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 291.02	$ 280.06	$ 159.00	$ 600.00	$ 240.00	$ 330.00	308
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 286.22	$ 280.00	$ 200.00	$ 415.00	$ 250.00	$ 320.00	41
NORTHERN MIDDLESEX	ALL	$ 292.04	$ 280.00	$ 162.00	$ 461.00	$ 230.00	$ 346.00	25
LOWER MERRIMACK VALLEY	ALL	$ 278.48	$ 280.00	$ 180.00	$ 375.00	$ 225.00	$ 320.00	31
SOUTHERN ESSEX	ALL	$ 281.90	$ 284.00	$ 162.00	$ 384.00	$ 240.00	$ 322.00	20
METRO NORTH	ALL	$ 299.60	$ 300.00	$ 221.00	$ 384.00	$ 250.00	$ 345.00	24
BOSTON	ALL	$ 358.22	$ 320.00	$ 192.31	$ 600.00	$ 288.00	$ 400.00	27
METRO WEST - SOUTH	ALL	$ 281.63	$ 260.00	$ 159.00	$ 389.00	$ 250.00	$ 324.00	27
SOUTH COASTAL	ALL	$ 306.57	$ 296.00	$ 220.00	$ 400.00	$ 257.50	$ 350.00	23
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 298.88	$ 269.00	$ 200.00	$ 442.00	$ 230.00	$ 350.00	17
NEW BEDFORD-CAPE COD & ISL	ALL	$ 257.56	$ 250.00	$ 175.00	$ 416.00	$ 200.00	$ 280.00	16

STATEWIDE	ENTRY	$ 247.94	$ 231.00	$ 159.00	$ 488.00	$ 200.00	$ 280.00	97
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 258.25	$ 240.00	$ 200.00	$ 415.00	$ 220.00	$ 270.00	12
NORTHERN MIDDLESEX	ENTRY	$ 235.67	$ 240.00	$ 162.00	$ 300.00	$ 178.00	$ 280.00	9
LOWER MERRIMACK VALLEY	ENTRY	$ 242.36	$ 225.00	$ 180.00	$ 325.00	$ 200.00	$ 280.00	11
SOUTHERN ESSEX	ENTRY	$ 225.83	$ 215.00	$ 162.00	$ 288.00	$ 200.00	$ 275.00	6
METRO NORTH	ENTRY	$ 259.79	$ 250.00	$ 221.00	$ 315.00	$ 230.00	$ 262.50	7
BOSTON	ENTRY	$ 310.53	$ 288.00	$ 230.00	$ 488.00	$ 230.00	$ 360.00	9
METRO WEST - SOUTH	ENTRY	$ 239.78	$ 250.00	$ 159.00	$ 340.00	$ 200.00	$ 255.00	9
SOUTH COASTAL	ENTRY	$ 266.86	$ 260.00	$ 220.00	$ 320.00	$ 242.00	$ 280.00	7
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 292.41	$ 288.00	$ 175.00	$ 575.00	$ 250.00	$ 324.00	117
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 283.51	$ 275.00	$ 230.00	$ 415.00	$ 250.00	$ 300.00	16
NORTHERN MIDDLESEX	TYPICAL	$ 283.57	$ 280.00	$ 230.00	$ 330.00	$ 230.00	$ 320.00	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 279.82	$ 260.00	$ 220.00	$ 360.00	$ 250.00	$ 300.00	11
SOUTHERN ESSEX	TYPICAL	$ 279.00	$ 273.50	$ 240.00	$ 325.00	$ 240.00	$ 322.00	6
METRO NORTH	TYPICAL	$ 317.27	$ 336.00	$ 250.00	$ 384.00	$ 260.00	$ 350.00	11
BOSTON	TYPICAL	$ 361.41	$ 320.00	$ 192.31	$ 575.00	$ 288.00	$ 346.15	11
METRO WEST - SOUTH	TYPICAL	$ 281.64	$ 289.00	$ 200.00	$ 360.00	$ 250.00	$ 300.00	11
SOUTH COASTAL	TYPICAL	$ 308.54	$ 302.40	$ 254.00	$ 360.00	$ 257.50	$ 350.00	9
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 300.00	$ 269.00	$ 230.00	$ 423.00	$ 260.00	$ 304.00	7
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 249.50	$ 235.00	$ 175.00	$ 364.00	$ 200.00	$ 288.00	6
STATEWIDE	MOST EXPERIENCED	$ 333.73	$ 323.50	$ 211.00	$ 600.00	$ 288.00	$ 375.00	94
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 315.38	$ 320.00	$ 260.00	$ 415.00	$ 280.00	$ 336.00	13
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 355.00	$ 360.00	$ 230.00	$ 461.00	$ 300.00	$ 378.00	9
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 321.00	$ 302.00	$ 280.00	$ 375.00	$ 288.00	$ 350.00	9
SOUTHERN ESSEX	MOST EXPERIENCED	$ 326.13	$ 321.00	$ 240.00	$ 384.00	$ 280.00	$ 375.00	8
METRO NORTH	MOST EXPERIENCED	$ 313.67	$ 309.00	$ 269.00	$ 375.00	$ 270.00	$ 350.00	6
BOSTON	MOST EXPERIENCED	$ 414.52	$ 400.00	$ 288.00	$ 600.00	$ 307.00	$ 403.00	7
METRO WEST - SOUTH	MOST EXPERIENCED	$ 335.43	$ 345.00	$ 259.00	$ 389.00	$ 310.00	$ 350.00	7
SOUTH COASTAL	MOST EXPERIENCED	$ 343.76	$ 362.80	$ 257.50	$ 400.00	$ 296.00	$ 375.00	7
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

BOOKKEEPING, ACCOUNTING AND AUDITING CLERKS

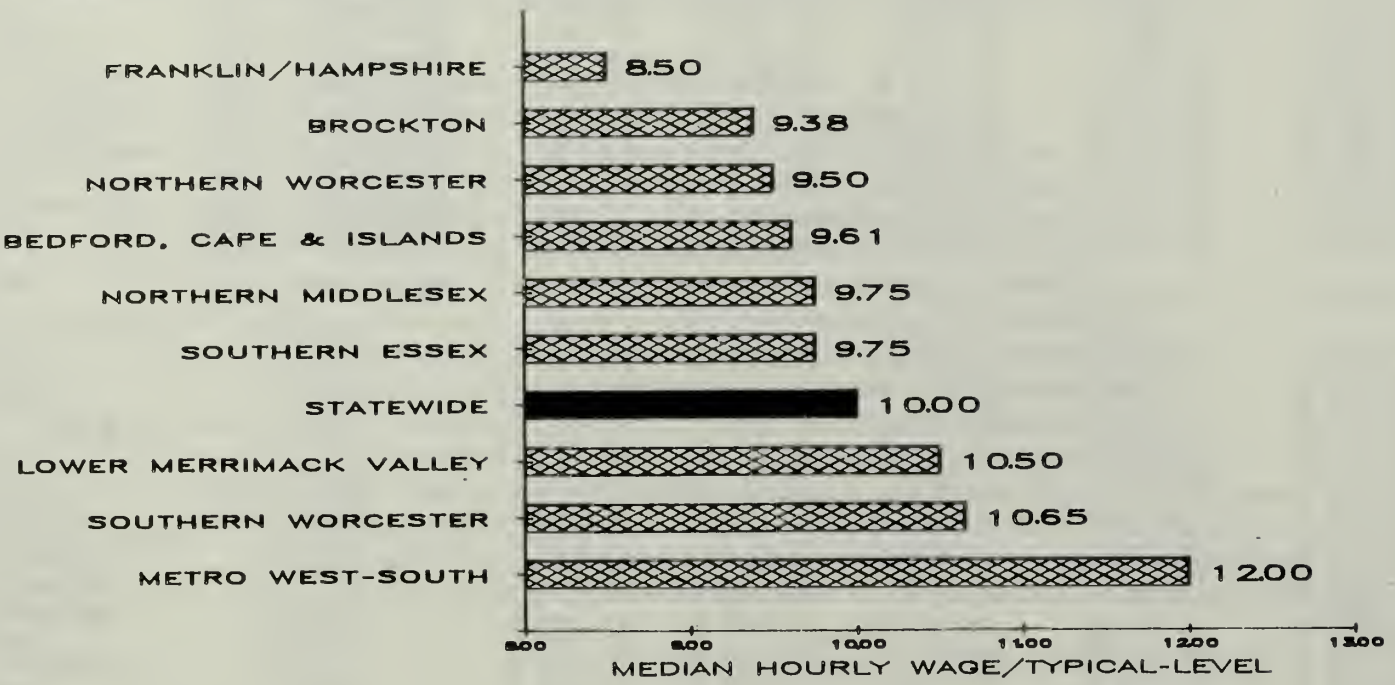


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 313.73	$ 300.00	$ 134.00	$ 765.00	$ 250.00	$ 360.00	1482
BERKSHIRE	ALL	$ 269.28	$ 240.00	$ 142.00	$ 600.00	$ 215.00	$ 300.00	56
FRANKLIN - HAMPSHIRE	ALL	$ 287.33	$ 255.00	$ 153.00	$ 680.00	$ 232.00	$ 340.00	72
HAMPDEN	ALL	$ 306.55	$ 300.00	$ 134.00	$ 600.00	$ 250.00	$ 353.00	110
NORTHERN WORCESTER	ALL	$ 306.03	$ 290.00	$ 142.00	$ 576.00	$ 250.00	$ 350.00	78
SOUTHERN WORCESTER	ALL	$ 296.38	$ 280.00	$ 150.00	$ 510.00	$ 240.00	$ 346.00	115
NORTHERN MIDDLESEX	ALL	$ 311.98	$ 307.00	$ 146.00	$ 528.00	$ 260.00	$ 360.00	81
LOWER MERRIMACK VALLEY	ALL	$ 314.76	$ 307.00	$ 160.00	$ 611.00	$ 270.00	$ 360.00	107
SOUTHERN ESSEX	ALL	$ 327.75	$ 315.00	$ 160.00	$ 765.00	$ 288.00	$ 360.00	91
METRO NORTH	ALL	$ 320.53	$ 309.00	$ 170.00	$ 600.00	$ 270.00	$ 380.00	114
BOSTON	ALL	$ 345.54	$ 333.70	$ 200.00	$ 608.00	$ 288.00	$ 392.40	110
METRO WEST - SOUTH	ALL	$ 324.83	$ 308.50	$ 140.00	$ 615.00	$ 250.00	$ 384.00	168
SOUTH COASTAL	ALL	$ 329.54	$ 320.00	$ 160.00	$ 520.00	$ 270.00	$ 394.00	109
BROCKTON	ALL	$ 320.97	$ 315.00	$ 159.50	$ 550.00	$ 254.40	$ 380.00	69
BRISTOL	ALL	$ 302.24	$ 300.00	$ 142.00	$ 519.00	$ 230.00	$ 360.00	90
NEW BEDFORD-CAPE COD & ISL	ALL	$ 303.68	$ 287.00	$ 153.00	$ 520.00	$ 240.00	$ 350.00	100

STATEWIDE	ENTRY	$ 257.14	$ 250.00	$ 134.00	$ 480.00	$ 210.00	$ 300.00	469
BERKSHIRE	ENTRY	$ 225.80	$ 213.50	$ 142.00	$ 365.00	$ 182.00	$ 260.00	20
FRANKLIN - HAMPSHIRE	ENTRY	$ 222.39	$ 210.00	$ 153.00	$ 330.00	$ 200.00	$ 238.00	23
HAMPDEN	ENTRY	$ 253.57	$ 250.00	$ 134.00	$ 480.00	$ 200.00	$ 280.00	35
NORTHERN WORCESTER	ENTRY	$ 248.72	$ 250.00	$ 142.00	$ 346.00	$ 200.00	$ 275.00	25
SOUTHERN WORCESTER	ENTRY	$ 243.22	$ 240.00	$ 150.00	$ 380.00	$ 205.00	$ 265.00	34
NORTHERN MIDDLESEX	ENTRY	$ 247.96	$ 245.00	$ 146.00	$ 346.00	$ 220.00	$ 280.00	26
LOWER MERRIMACK VALLEY	ENTRY	$ 253.97	$ 254.50	$ 160.00	$ 384.00	$ 200.00	$ 280.00	34
SOUTHERN ESSEX	ENTRY	$ 276.58	$ 300.00	$ 160.00	$ 346.00	$ 250.00	$ 307.00	29
METRO NORTH	ENTRY	$ 271.85	$ 270.00	$ 170.00	$ 450.00	$ 239.00	$ 300.00	34
BOSTON	ENTRY	$ 287.35	$ 288.00	$ 200.00	$ 417.00	$ 243.00	$ 320.00	36
METRO WEST - SOUTH	ENTRY	$ 263.47	$ 250.00	$ 140.00	$ 461.00	$ 220.00	$ 300.00	54
SOUTH COASTAL	ENTRY	$ 266.84	$ 270.00	$ 160.00	$ 384.00	$ 240.00	$ 300.00	32
BROCKTON	ENTRY	$ 271.70	$ 240.00	$ 159.50	$ 461.00	$ 220.00	$ 315.00	22
BRISTOL	ENTRY	$ 244.47	$ 233.50	$ 142.00	$ 400.00	$ 200.00	$ 300.00	30
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 246.52	$ 240.00	$ 153.00	$ 461.00	$ 200.00	$ 275.00	31
STATEWIDE	TYPICAL	$ 315.47	$ 307.00	$ 150.00	$ 600.00	$ 269.00	$ 355.00	532
BERKSHIRE	TYPICAL	$ 273.70	$ 245.00	$ 160.00	$ 490.00	$ 220.00	$ 260.00	20
FRANKLIN - HAMPSHIRE	TYPICAL	$ 287.96	$ 265.00	$ 230.00	$ 425.00	$ 240.00	$ 340.00	28
HAMPDEN	TYPICAL	$ 312.66	$ 313.50	$ 150.00	$ 550.00	$ 269.00	$ 355.00	38
NORTHERN WORCESTER	TYPICAL	$ 307.38	$ 296.00	$ 220.00	$ 461.00	$ 250.00	$ 355.00	26
SOUTHERN WORCESTER	TYPICAL	$ 297.16	$ 284.00	$ 180.00	$ 476.00	$ 250.00	$ 346.00	46
NORTHERN MIDDLESEX	TYPICAL	$ 314.93	$ 300.00	$ 225.00	$ 403.00	$ 275.00	$ 346.00	27
LOWER MERRIMACK VALLEY	TYPICAL	$ 318.86	$ 310.00	$ 240.00	$ 442.00	$ 280.00	$ 350.00	37
SOUTHERN ESSEX	TYPICAL	$ 325.38	$ 325.00	$ 230.00	$ 461.00	$ 288.00	$ 350.00	33
METRO NORTH	TYPICAL	$ 323.39	$ 300.00	$ 192.00	$ 600.00	$ 270.00	$ 355.00	43
BOSTON	TYPICAL	$ 339.85	$ 330.00	$ 200.00	$ 538.00	$ 285.00	$ 380.00	39
METRO WEST - SOUTH	TYPICAL	$ 326.11	$ 325.00	$ 160.00	$ 600.00	$ 275.00	$ 356.00	60
SOUTH COASTAL	TYPICAL	$ 333.92	$ 346.00	$ 180.00	$ 500.00	$ 281.00	$ 384.00	42
BROCKTON	TYPICAL	$ 315.58	$ 294.00	$ 175.45	$ 550.00	$ 260.00	$ 350.00	22
BRISTOL	TYPICAL	$ 308.94	$ 305.00	$ 162.00	$ 480.00	$ 276.00	$ 346.00	32
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 311.62	$ 304.50	$ 200.00	$ 461.00	$ 250.00	$ 360.00	34
STATEWIDE	MOST EXPERIENCED	$ 366.97	$ 360.00	$ 162.50	$ 765.00	$ 300.00	$ 423.00	481
BERKSHIRE	MOST EXPERIENCED	$ 318.09	$ 287.50	$ 200.00	$ 600.00	$ 240.00	$ 330.00	16
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 357.60	$ 346.00	$ 162.50	$ 680.00	$ 280.00	$ 400.00	21
HAMPDEN	MOST EXPERIENCED	$ 350.38	$ 320.00	$ 200.00	$ 600.00	$ 280.00	$ 400.00	37
NORTHERN WORCESTER	MOST EXPERIENCED	$ 357.78	$ 350.00	$ 220.00	$ 576.00	$ 288.00	$ 384.00	27
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 346.98	$ 326.00	$ 220.00	$ 510.00	$ 280.00	$ 403.00	35
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 368.57	$ 368.50	$ 225.00	$ 528.00	$ 320.00	$ 400.00	28
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 367.96	$ 360.00	$ 240.00	$ 611.00	$ 320.00	$ 400.00	36
SOUTHERN ESSEX	MOST EXPERIENCED	$ 381.63	$ 365.00	$ 230.00	$ 765.00	$ 325.00	$ 403.00	29
METRO NORTH	MOST EXPERIENCED	$ 361.95	$ 355.00	$ 200.00	$ 500.00	$ 320.00	$ 412.00	37
BOSTON	MOST EXPERIENCED	$ 411.73	$ 400.00	$ 280.00	$ 608.00	$ 360.00	$ 480.00	35
METRO WEST - SOUTH	MOST EXPERIENCED	$ 384.78	$ 385.00	$ 216.00	$ 615.00	$ 310.00	$ 450.00	54
SOUTH COASTAL	MOST EXPERIENCED	$ 381.62	$ 400.00	$ 220.00	$ 520.00	$ 300.00	$ 433.00	35
BROCKTON	MOST EXPERIENCED	$ 369.07	$ 360.00	$ 192.85	$ 550.00	$ 325.00	$ 400.00	25
BRISTOL	MOST EXPERIENCED	$ 356.50	$ 360.00	$ 221.00	$ 519.00	$ 300.00	$ 400.00	28
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 346.60	$ 320.00	$ 225.00	$ 520.00	$ 280.00	$ 400.00	35

* MEANS LESS THAN 6 RESPONSES

BUS, TRUCK AND DIESEL MECHANICS

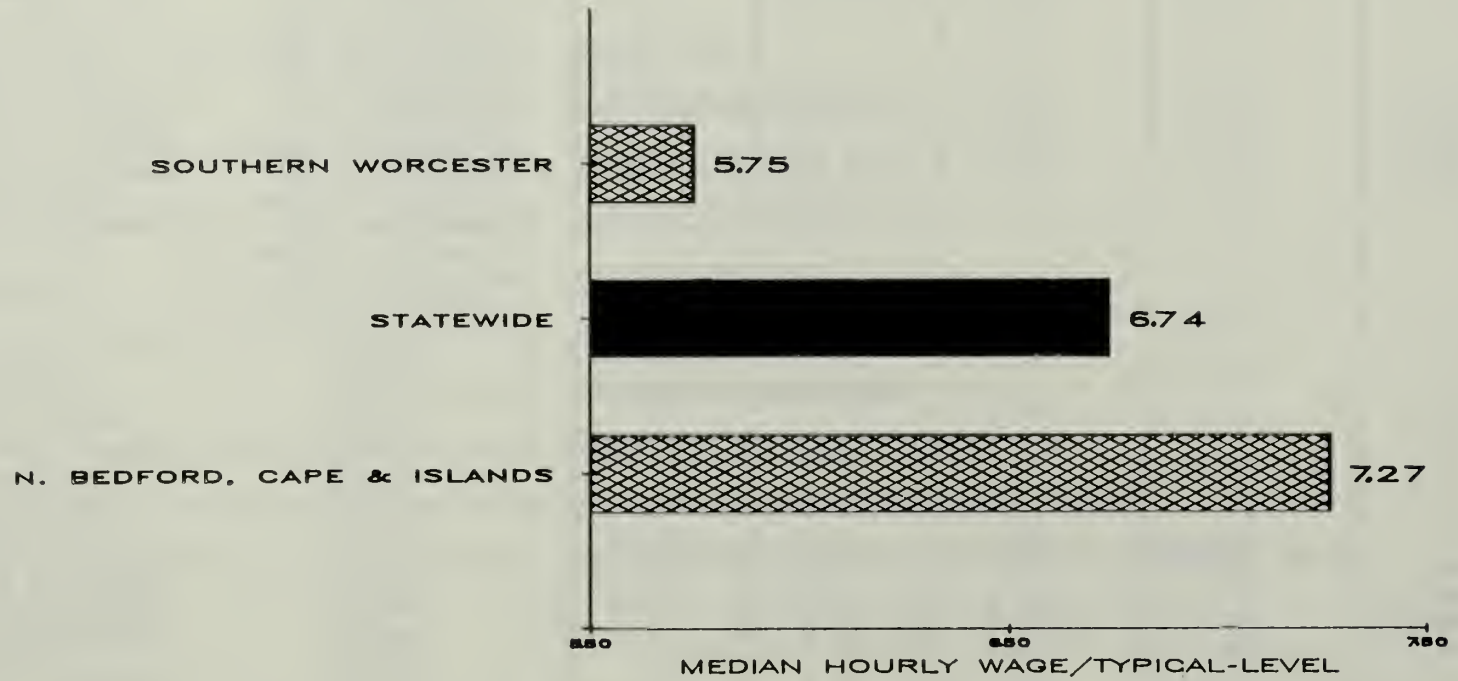


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 10.25	$ 10.00	$ 3.75	$ 24.00	$ 8.00	$ 12.00	323
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 8.33	$ 8.45	$ 3.75	$ 12.25	$ 7.50	$ 9.75	14
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ 10.14	$ 10.00	$ 7.00	$ 15.00	$ 8.70	$ 11.00	23
SOUTHERN WORCESTER	ALL	$ 10.07	$ 10.10	$ 5.10	$ 14.43	$ 8.00	$ 12.38	45
NORTHERN MIDDLESEX	ALL	$ 10.28	$ 10.00	$ 6.00	$ 15.50	$ 8.00	$ 12.98	22
LOWER MERRIMACK VALLEY	ALL	$ 9.88	$ 10.08	$ 6.25	$ 14.50	$ 7.22	$ 11.00	27
SOUTHERN ESSEX	ALL	$ 10.33	$ 10.00	$ 5.50	$ 17.31	$ 8.00	$ 12.00	27
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 11.51	$ 11.23	$ 5.50	$ 21.63	$ 8.50	$ 13.00	28
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ 9.74	$ 9.50	$ 5.00	$ 14.26	$ 7.50	$ 11.50	15
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ 10.42	$ 10.00	$ 6.25	$ 21.50	$ 8.13	$ 11.50	35

STATEWIDE	ENTRY	$ 8.14	$ 8.00	$ 3.75	$ 15.00	$ 6.74	$ 9.92	103
BERKSHIRE	ENTRY	$ 7.73	$ 7.50	$ 5.85	$ 11.27	$ 6.25	$ 8.00	6
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 7.78	$ 7.26	$ 6.00	$ 10.00	$ 6.25	$ 9.92	6
NORTHERN WORCESTER	ENTRY	$ 8.66	$ 9.00	$ 7.00	$ 10.00	$ 7.00	$ 9.50	8
SOUTHERN WORCESTER	ENTRY	$ 8.24	$ 8.00	$ 5.10	$ 12.63	$ 6.12	$ 10.00	15
NORTHERN MIDDLESEX	ENTRY	$ 8.14	$ 8.00	$ 6.00	$ 10.00	$ 6.50	$ 9.00	7
LOWER MERRIMACK VALLEY	ENTRY	$ 7.25	$ 7.00	$ 6.25	$ 10.00	$ 6.25	$ 7.22	9
SOUTHERN ESSEX	ENTRY	$ 7.82	$ 7.50	$ 5.50	$ 10.58	$ 6.00	$ 9.00	9
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 8.71	$ 8.38	$ 5.50	$ 12.00	$ 7.00	$ 10.00	8
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 8.87	$ 8.32	$ 6.25	$ 15.00	$ 6.98	$ 10.00	12
STATEWIDE	TYPICAL	$ 10.37	$ 10.00	$ 4.50	$ 20.00	$ 8.75	$ 11.47	112
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 8.54	$ 8.50	$ 4.50	$ 11.00	$ 7.50	$ 9.75	7
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ 9.87	$ 9.50	$ 8.35	$ 12.00	$ 8.50	$ 11.00	8
SOUTHERN WORCESTER	TYPICAL	$ 10.46	$ 10.65	$ 6.85	$ 14.05	$ 9.00	$ 11.00	15
NORTHERN MIDDLESEX	TYPICAL	$ 10.08	$ 9.75	$ 7.00	$ 13.50	$ 8.00	$ 11.40	8
LOWER MERRIMACK VALLEY	TYPICAL	$ 10.24	$ 10.50	$ 7.50	$ 12.75	$ 9.00	$ 10.75	9
SOUTHERN ESSEX	TYPICAL	$ 10.43	$ 9.75	$ 8.00	$ 14.42	$ 8.75	$ 11.25	8
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 12.52	$ 12.00	$ 6.00	$ 20.00	$ 9.00	$ 14.40	11
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ 9.89	$ 9.38	$ 5.50	$ 14.11	$ 9.00	$ 12.00	6
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 10.46	$ 9.61	$ 6.50	$ 18.00	$ 8.51	$ 11.09	11
STATEWIDE	MOST EXPERIENCED	$ 12.13	$ 12.00	$ 6.50	$ 24.00	$ 10.00	$ 13.87	108
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ 12.14	$ 11.00	$ 10.15	$ 15.00	$ 10.75	$ 13.05	7
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 11.49	$ 12.38	$ 7.60	$ 14.43	$ 10.50	$ 12.84	15
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 12.63	$ 13.00	$ 8.00	$ 15.50	$ 10.00	$ 14.43	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 12.15	$ 12.50	$ 7.50	$ 14.50	$ 10.50	$ 14.00	9
SOUTHERN ESSEX	MOST EXPERIENCED	$ 12.51	$ 12.00	$ 10.00	$ 17.31	$ 11.00	$ 13.87	10
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 12.77	$ 11.70	$ 7.00	$ 21.63	$ 9.00	$ 16.00	9
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 11.93	$ 11.30	$ 6.50	$ 21.50	$ 9.50	$ 12.00	12

* MEANS LESS THAN 6 RESPONSES

BUS DRIVERS AND SCHOOL BUS DRIVERS

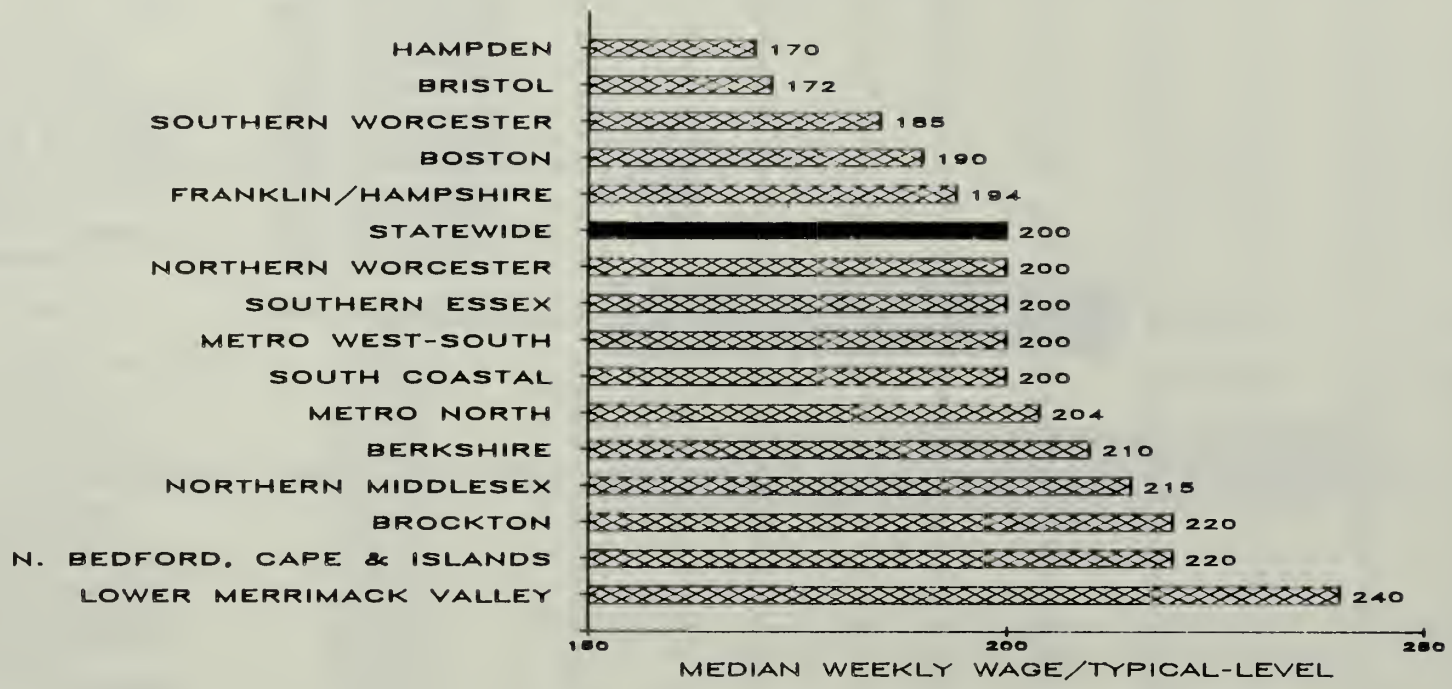


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 6.97	$ 7.00	$ 3.60	$ 14.05	$ 6.00	$ 7.75	173
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 6.55	$ 6.25	$ 3.60	$ 14.05	$ 5.00	$ 7.50	25
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ 7.71	$ 7.37	$ 4.55	$ 10.69	$ 6.50	$ 8.65	18

STATEWIDE	ENTRY	$ 6.34	$ 6.28	$ 3.60	$ 10.60	$ 5.00	$ 7.37	60
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 6.23	$ 6.13	$ 4.75	$ 8.01	$ 5.00	$ 7.37	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 5.89	$ 5.63	$ 3.60	$ 9.06	$ 4.50	$ 6.95	10
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 7.17	$ 7.25	$ 4.50	$ 9.00	$ 6.00	$ 9.00	6
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 7.10	$ 6.75	$ 4.55	$ 10.60	$ 6.45	$ 7.50	6
STATEWIDE	TYPICAL	$ 6.91	$ 6.74	$ 4.00	$ 10.69	$ 6.00	$ 7.50	55
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 5.66	$ 5.75	$ 4.00	$ 7.71	$ 4.50	$ 6.25	6
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 7.61	$ 7.27	$ 5.55	$ 10.69	$ 6.50	$ 8.42	6
STATEWIDE	MOST EXPERIENCED	$ 7.69	$ 7.50	$ 4.50	$ 14.05	$ 6.50	$ 8.65	58
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 7.44	$ 7.44	$ 5.64	$ 9.35	$ 6.30	$ 8.50	6
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 7.88	$ 7.25	$ 5.00	$ 14.05	$ 5.00	$ 7.71	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD CAPE COD & ISL	MOST EXPERIENCED	$ 8.41	$ 8.01	$ 6.50	$ 10.69	$ 7.37	$ 9.86	6

* MEANS LESS THAN 6 RESPONSES

CASHIERS

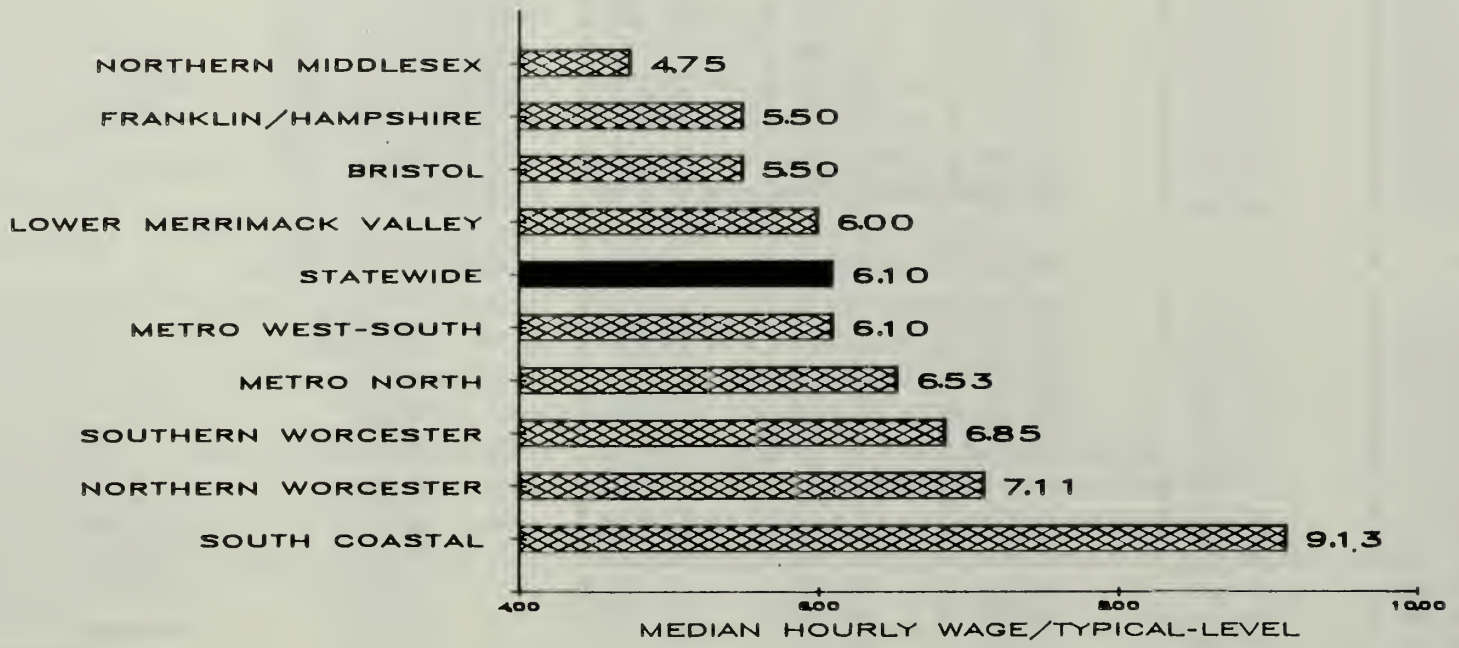


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 212.84	$ 200.00	$ 115.00	$ 576.00	$ 163.00	$ 240.00	874
BERKSHIRE	ALL	$ 191.22	$ 192.31	$ 142.00	$ 280.00	$ 160.00	$ 220.00	29
FRANKLIN - HAMPSHIRE	ALL	$ 206.11	$ 192.00	$ 142.00	$ 400.00	$ 160.00	$ 220.00	42
HAMPDEN	ALL	$ 189.76	$ 175.00	$ 134.00	$ 378.00	$ 160.00	$ 210.00	51
NORTHERN WORCESTER	ALL	$ 224.81	$ 220.00	$ 142.00	$ 320.00	$ 180.00	$ 260.00	37
SOUTHERN WORCESTER	ALL	$ 209.08	$ 200.00	$ 134.00	$ 461.00	$ 160.00	$ 240.00	93
NORTHERN MIDDLESEX	ALL	$ 225.51	$ 220.00	$ 133.00	$ 340.00	$ 190.00	$ 269.00	54
LOWER MERRIMACK VALLEY	ALL	$ 226.11	$ 235.00	$ 140.00	$ 340.00	$ 170.00	$ 280.00	70
SOUTHERN ESSEX	ALL	$ 221.91	$ 200.00	$ 134.00	$ 423.50	$ 170.00	$ 275.00	64
METRO NORTH	ALL	$ 219.77	$ 204.00	$ 115.00	$ 432.00	$ 175.00	$ 250.00	73
BOSTON	ALL	$ 207.05	$ 190.00	$ 142.00	$ 576.00	$ 160.00	$ 220.00	49
METRO WEST - SOUTH	ALL	$ 215.95	$ 200.00	$ 120.00	$ 384.00	$ 174.00	$ 250.00	117
SOUTH COASTAL	ALL	$ 207.53	$ 200.00	$ 115.00	$ 486.00	$ 160.00	$ 225.00	47
BROCKTON	ALL	$ 229.98	$ 220.00	$ 142.00	$ 456.00	$ 180.00	$ 260.00	31
BRISTOL	ALL	$ 191.35	$ 180.00	$ 130.00	$ 500.00	$ 150.00	$ 210.00	51
NEW BEDFORD-CAPE COD & ISL	ALL	$ 218.10	$ 205.00	$ 140.00	$ 456.00	$ 180.00	$ 240.00	60

STATEWIDE	ENTRY	$ 176.02	$ 160.00	$ 115.00	$ 300.00	$ 146.00	$ 200.00	302
BERKSHIRE	ENTRY	$ 154.40	$ 148.00	$ 142.00	$ 200.00	$ 142.00	$ 160.00	10
FRANKLIN - HAMPSHIRE	ENTRY	$ 167.71	$ 157.25	$ 142.00	$ 220.00	$ 142.00	$ 180.00	13
HAMPDEN	ENTRY	$ 157.50	$ 152.00	$ 134.00	$ 240.00	$ 142.00	$ 160.00	16
NORTHERN WORCESTER	ENTRY	$ 189.69	$ 170.00	$ 142.00	$ 260.00	$ 152.00	$ 220.00	13
SOUTHERN WORCESTER	ENTRY	$ 172.24	$ 152.00	$ 134.00	$ 288.00	$ 144.00	$ 200.00	34
NORTHERN MIDDLESEX	ENTRY	$ 190.50	$ 195.00	$ 133.00	$ 250.00	$ 154.00	$ 211.00	18
LOWER MERRIMACK VALLEY	ENTRY	$ 190.00	$ 200.00	$ 140.00	$ 240.00	$ 154.00	$ 230.00	26
SOUTHERN ESSEX	ENTRY	$ 172.09	$ 160.00	$ 134.00	$ 240.00	$ 144.00	$ 200.00	22
METRO NORTH	ENTRY	$ 185.68	$ 180.00	$ 115.00	$ 300.00	$ 154.00	$ 200.00	25
BOSTON	ENTRY	$ 176.06	$ 160.00	$ 142.00	$ 280.00	$ 142.00	$ 190.00	17
METRO WEST - SOUTH	ENTRY	$ 180.35	$ 165.00	$ 120.00	$ 300.00	$ 144.00	$ 200.00	40
SOUTH COASTAL	ENTRY	$ 162.25	$ 160.00	$ 115.00	$ 225.00	$ 142.00	$ 160.00	16
BROCKTON	ENTRY	$ 189.40	$ 180.00	$ 142.00	$ 298.00	$ 154.00	$ 200.00	10
BRISTOL	ENTRY	$ 158.84	$ 150.00	$ 130.00	$ 240.00	$ 142.00	$ 160.00	19
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 180.86	$ 170.00	$ 140.00	$ 298.00	$ 142.00	$ 200.00	21
STATEWIDE	TYPICAL	$ 210.74	$ 200.00	$ 134.00	$ 486.00	$ 175.00	$ 240.00	295
BERKSHIRE	TYPICAL	$ 205.31	$ 210.00	$ 150.00	$ 260.00	$ 173.08	$ 240.00	10
FRANKLIN - HAMPSHIRE	TYPICAL	$ 208.29	$ 194.00	$ 150.00	$ 330.00	$ 160.00	$ 200.00	15
HAMPDEN	TYPICAL	$ 182.61	$ 170.00	$ 150.00	$ 288.00	$ 160.00	$ 194.00	18
NORTHERN WORCESTER	TYPICAL	$ 218.17	$ 200.00	$ 160.00	$ 290.00	$ 180.00	$ 250.00	12
SOUTHERN WORCESTER	TYPICAL	$ 207.94	$ 185.00	$ 150.00	$ 346.00	$ 162.00	$ 250.00	32
NORTHERN MIDDLESEX	TYPICAL	$ 220.44	$ 215.00	$ 142.00	$ 288.00	$ 180.00	$ 269.00	16
LOWER MERRIMACK VALLEY	TYPICAL	$ 223.64	$ 240.00	$ 146.00	$ 288.00	$ 170.00	$ 280.00	22
SOUTHERN ESSEX	TYPICAL	$ 212.70	$ 200.00	$ 160.00	$ 320.00	$ 170.00	$ 240.00	20
METRO NORTH	TYPICAL	$ 214.07	$ 204.00	$ 150.00	$ 342.00	$ 175.00	$ 239.00	27
BOSTON	TYPICAL	$ 206.68	$ 190.00	$ 150.00	$ 423.00	$ 170.00	$ 217.50	17
METRO WEST - SOUTH	TYPICAL	$ 216.50	$ 200.00	$ 150.00	$ 305.00	$ 180.00	$ 250.00	40
SOUTH COASTAL	TYPICAL	$ 215.38	$ 200.00	$ 134.00	$ 486.00	$ 168.00	$ 200.00	16
BROCKTON	TYPICAL	$ 223.95	$ 220.00	$ 175.00	$ 298.00	$ 180.00	$ 250.00	11
BRISTOL	TYPICAL	$ 184.31	$ 172.50	$ 150.00	$ 316.00	$ 160.00	$ 180.00	16
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 219.43	$ 220.00	$ 160.00	$ 320.00	$ 180.00	$ 240.00	21
STATEWIDE	MOST EXPERIENCED	$ 255.23	$ 240.00	$ 140.00	$ 576.00	$ 210.00	$ 300.00	277
BERKSHIRE	MOST EXPERIENCED	$ 216.48	$ 216.00	$ 170.00	$ 280.00	$ 192.31	$ 230.00	9
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 239.43	$ 218.00	$ 170.00	$ 400.00	$ 190.00	$ 276.00	14
HAMPDEN	MOST EXPERIENCED	$ 227.71	$ 211.00	$ 160.00	$ 378.00	$ 182.00	$ 260.00	17
NORTHERN WORCESTER	MOST EXPERIENCED	$ 269.50	$ 280.00	$ 180.00	$ 320.00	$ 240.00	$ 320.00	12
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 256.81	$ 240.00	$ 160.00	$ 461.00	$ 220.00	$ 270.00	27
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 261.08	$ 255.00	$ 187.00	$ 340.00	$ 220.00	$ 310.00	20
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 271.27	$ 284.00	$ 160.00	$ 340.00	$ 240.00	$ 310.00	22
SOUTHERN ESSEX	MOST EXPERIENCED	$ 280.11	$ 280.00	$ 180.00	$ 423.50	$ 240.00	$ 312.00	22
METRO NORTH	MOST EXPERIENCED	$ 267.67	$ 250.00	$ 180.00	$ 432.00	$ 220.00	$ 310.00	21
BOSTON	MOST EXPERIENCED	$ 242.60	$ 210.00	$ 160.00	$ 576.00	$ 200.00	$ 258.00	15
METRO WEST - SOUTH	MOST EXPERIENCED	$ 253.84	$ 240.00	$ 140.00	$ 384.00	$ 220.00	$ 288.00	37
SOUTH COASTAL	MOST EXPERIENCED	$ 247.47	$ 240.00	$ 144.00	$ 486.00	$ 200.00	$ 240.00	15
BROCKTON	MOST EXPERIENCED	$ 277.20	$ 260.00	$ 220.00	$ 456.00	$ 225.00	$ 275.00	10
BRISTOL	MOST EXPERIENCED	$ 237.00	$ 213.00	$ 180.00	$ 500.00	$ 190.00	$ 240.00	16
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 260.00	$ 240.00	$ 190.00	$ 456.00	$ 222.00	$ 260.00	18

* MEANS LESS THAN 6 RESPONSES

CLEANING AND BUILDING SERVICE WORKERS

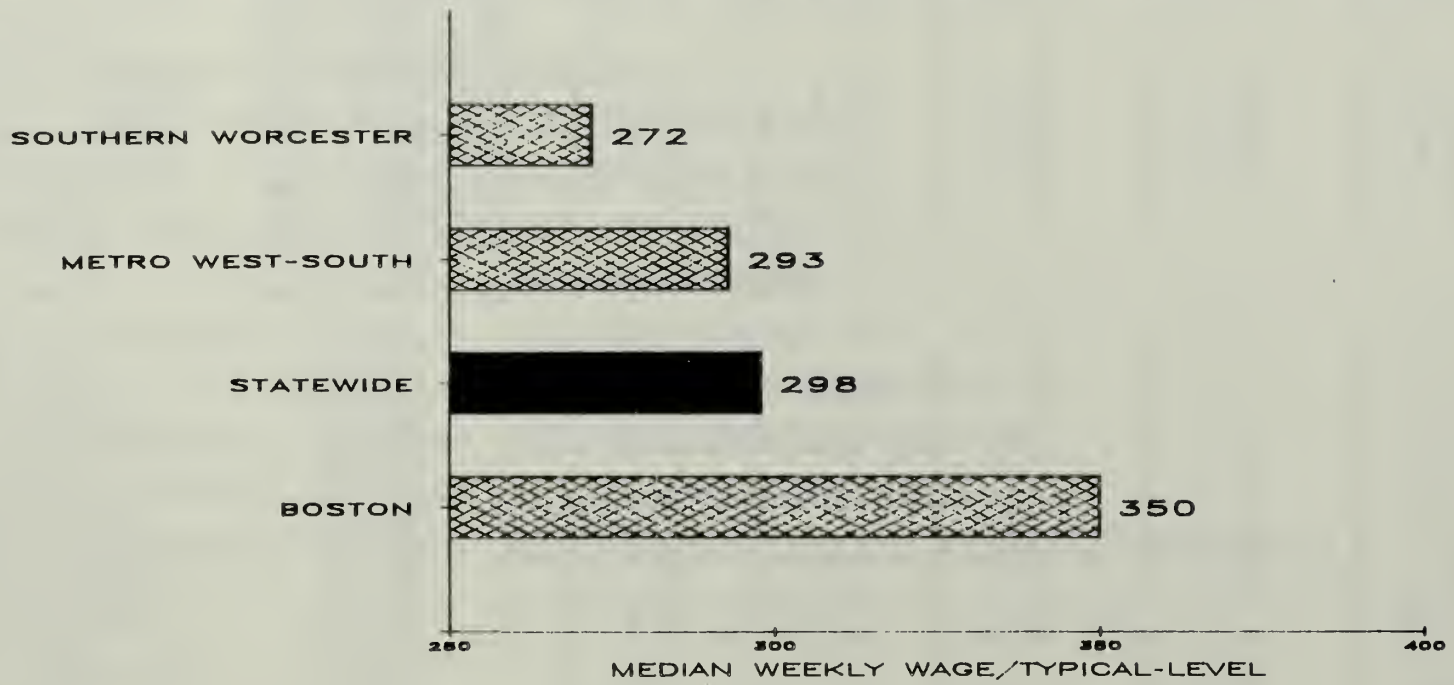


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 6.66	$ 6.00	$ 3.55	$ 15.39	$ 5.00	$ 8.66	280
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 7.06	$ 6.00	$ 3.55	$ 12.29	$ 4.50	$ 9.13	17
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ 6.97	$ 7.00	$ 3.55	$ 10.00	$ 5.25	$ 8.66	21
SOUTHERN WORCESTER	ALL	$ 6.60	$ 6.78	$ 3.55	$ 10.00	$ 5.00	$ 7.35	28
NORTHERN MIDDLESEX	ALL	$ 5.17	$ 5.00	$ 3.55	$ 8.00	$ 4.00	$ 6.00	17
LOWER MERRIMACK VALLEY	ALL	$ 5.72	$ 6.00	$ 3.55	$ 9.99	$ 4.50	$ 6.50	35
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 7.03	$ 6.50	$ 3.55	$ 11.90	$ 5.00	$ 9.13	17
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 6.58	$ 6.08	$ 3.80	$ 10.31	$ 5.00	$ 8.00	46
SOUTH COASTAL	ALL	$ 9.11	$ 9.13	$ 5.00	$ 12.50	$ 7.56	$ 10.58	19
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 5.96	$ 5.00	$ 3.55	$ 10.78	$ 4.17	$ 6.85	18
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 5.68	$ 5.00	$ 3.55	$ 12.00	$ 4.25	$ 6.85	93
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ 6.55	$ 4.50	$ 3.55	$ 12.00	$ 3.85	$ 6.85	7
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ 5.89	$ 6.43	$ 3.55	$ 7.25	$ 4.81	$ 6.86	6
SOUTHERN WORCESTER	ENTRY	$ 5.48	$ 5.50	$ 3.55	$ 6.85	$ 3.75	$ 6.85	9
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 4.83	$ 4.25	$ 3.55	$ 6.59	$ 4.00	$ 6.00	13
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 6.02	$ 5.50	$ 3.55	$ 9.70	$ 5.00	$ 6.85	6
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 5.72	$ 4.92	$ 3.80	$ 10.00	$ 4.38	$ 5.25	15
SOUTH COASTAL	ENTRY	$ 7.90	$ 7.51	$ 6.05	$ 10.58	$ 6.85	$ 8.90	6
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 6.83	$ 6.10	$ 3.75	$ 13.47	$ 5.00	$ 9.13	103
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 6.87	$ 5.50	$ 4.50	$ 11.60	$ 5.00	$ 9.13	6
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ 6.84	$ 7.11	$ 4.25	$ 9.13	$ 5.25	$ 7.90	8
SOUTHERN WORCESTER	TYPICAL	$ 6.86	$ 6.85	$ 4.00	$ 9.13	$ 5.50	$ 9.13	10
NORTHERN MIDDLESEX	TYPICAL	$ 5.04	$ 4.75	$ 4.00	$ 6.75	$ 4.25	$ 5.75	6
LOWER MERRIMACK VALLEY	TYPICAL	$ 5.96	$ 6.00	$ 4.50	$ 9.42	$ 4.50	$ 6.74	13
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 7.22	$ 6.53	$ 5.00	$ 10.15	$ 6.00	$ 9.13	6
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 6.93	$ 6.10	$ 4.25	$ 10.31	$ 5.00	$ 9.13	17
SOUTH COASTAL	TYPICAL	$ 9.13	$ 9.13	$ 5.00	$ 12.50	$ 7.56	$ 10.00	7
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 6.23	$ 5.50	$ 3.75	$ 10.10	$ 4.17	$ 6.61	7
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 7.54	$ 7.00	$ 4.00	$ 15.39	$ 5.50	$ 9.13	84
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ 8.06	$ 8.97	$ 4.50	$ 10.00	$ 5.50	$ 9.13	7
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 7.42	$ 7.35	$ 4.00	$ 10.00	$ 5.00	$ 9.13	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 6.00	$ 5.75	$ 5.00	$ 8.00	$ 5.50	$ 6.00	6
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 6.63	$ 6.50	$ 4.50	$ 9.99	$ 4.50	$ 7.50	9
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 7.09	$ 6.66	$ 5.00	$ 10.31	$ 6.06	$ 7.30	14
SOUTH COASTAL	MOST EXPERIENCED	$ 10.29	$ 9.86	$ 9.07	$ 12.50	$ 9.13	$ 11.35	6
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ 6.57	$ 5.56	$ 4.00	$ 10.78	$ 4.38	$ 9.13	6
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

COMMUNICATIONS EQUIPMENT OPERATORS

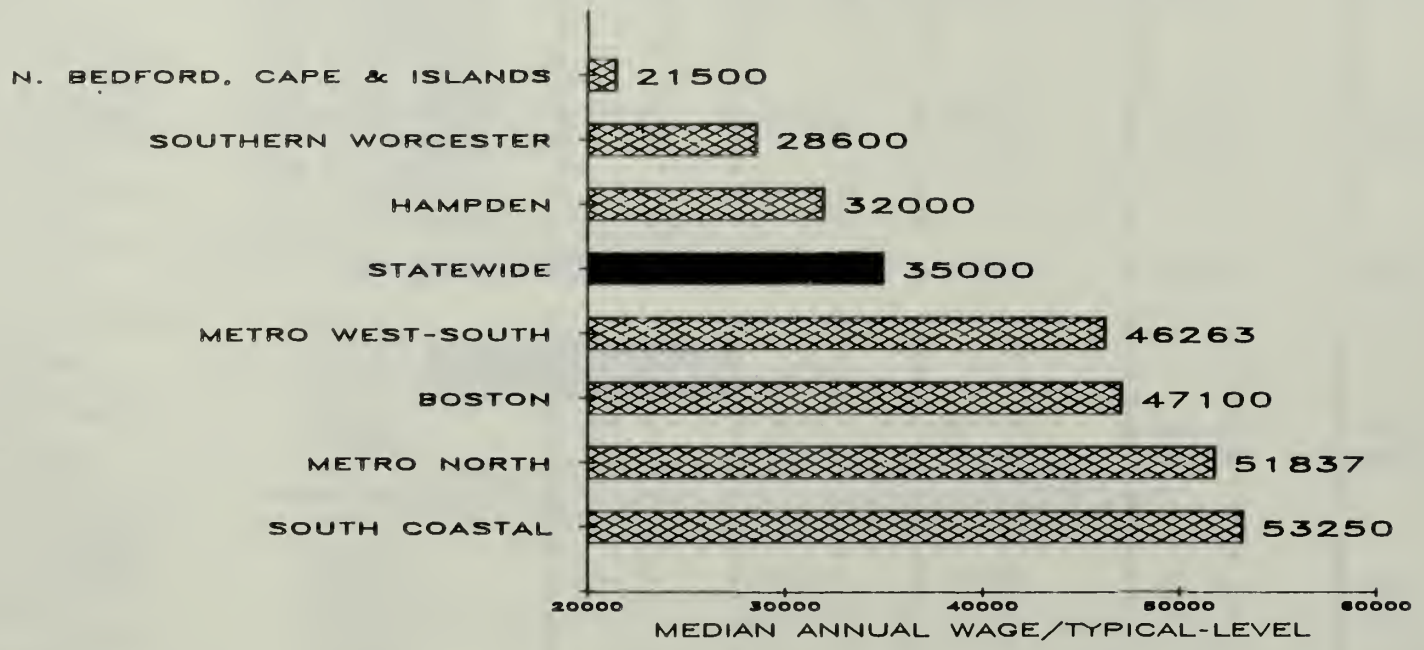


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 285.31	$ 269.00	$ 142.00	$ 631.00	$ 229.00	$ 326.00	142
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	6
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 274.03	$ 250.00	$ 150.00	$ 475.20	$ 220.00	$ 305.00	26
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ 359.12	$ 326.00	$ 163.00	$ 631.00	$ 240.00	$ 435.00	17
METRO WEST - SOUTH	ALL	$ 280.10	$ 275.00	$ 168.00	$ 382.00	$ 230.00	$ 308.00	21
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 235.25	$ 229.00	$ 142.00	$ 489.00	$ 202.00	$ 240.00	48
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 214.29	$ 220.00	$ 150.00	$ 300.00	$ 177.60	$ 229.00	9
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ 318.83	$ 302.00	$ 163.00	$ 489.00	$ 240.00	$ 417.00	6
METRO WEST - SOUTH	ENTRY	$ 240.57	$ 230.00	$ 168.00	$ 340.00	$ 223.00	$ 240.00	7
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 289.05	$ 297.53	$ 170.00	$ 560.00	$ 250.00	$ 305.00	48
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 267.63	$ 272.50	$ 170.00	$ 362.00	$ 214.00	$ 305.00	8
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ 360.00	$ 349.50	$ 197.00	$ 560.00	$ 269.00	$ 435.00	6
METRO WEST - SOUTH	TYPICAL	$ 284.13	$ 293.00	$ 214.00	$ 360.00	$ 246.00	$ 305.00	8
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 333.64	$ 344.15	$ 193.00	$ 631.00	$ 269.00	$ 382.00	46
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 339.47	$ 382.00	$ 220.00	$ 475.20	$ 260.00	$ 382.00	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 320.83	$ 324.00	$ 260.00	$ 382.00	$ 275.00	$ 360.00	6
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

COMMUNICATIONS, TRANSPORTATION AND UTILITIES OPERATIONS MANAGERS

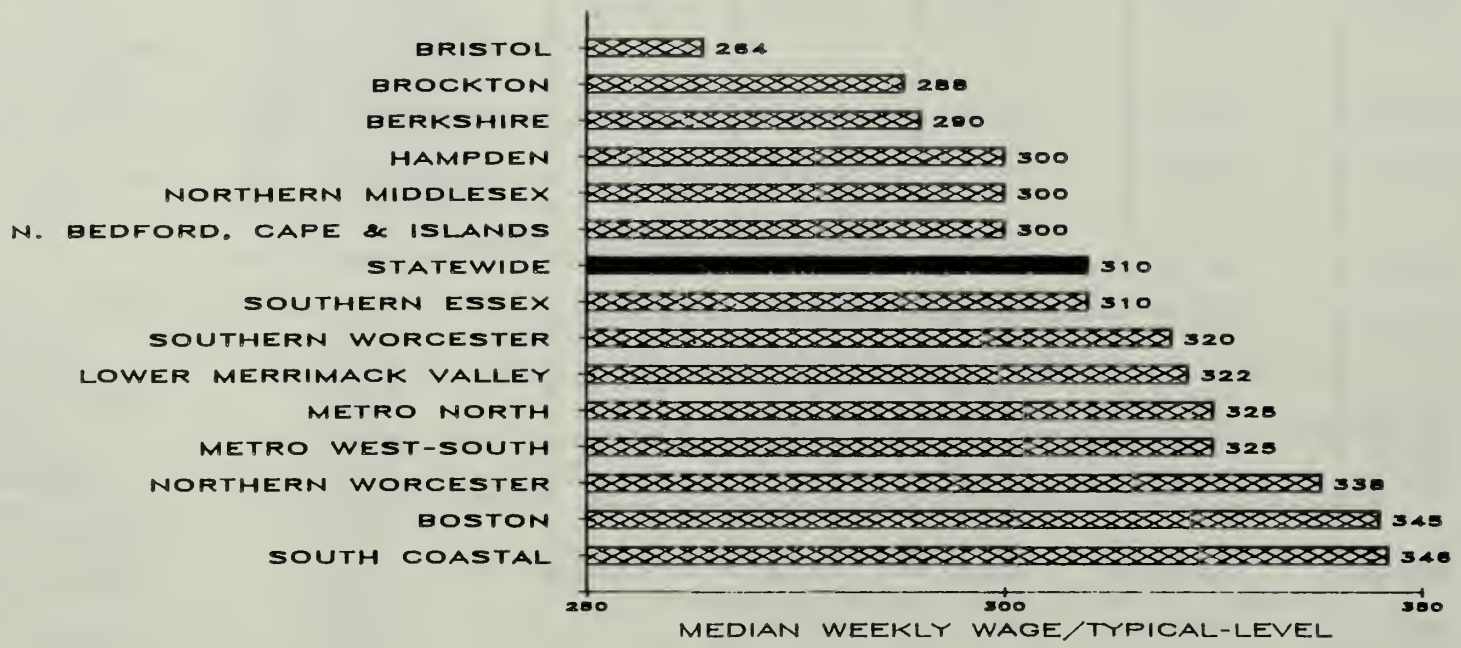


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 37,660	$ 35,100	$ 10,800	$ 82,620	$ 23,600	$ 51,837	234
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 35,930	$ 35,830	$ 12,480	$ 67,800	$ 15,600	$ 53,130	18
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 37,707	$ 31,894	$ 14,560	$ 67,800	$ 25,000	$ 42,200	24
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 42,740	$ 42,200	$ 16,000	$ 67,800	$ 22,500	$ 56,450	23
BOSTON	ALL	$ 41,477	$ 42,000	$ 10,800	$ 78,660	$ 26,000	$ 52,700	21
METRO WEST - SOUTH	ALL	$ 45,178	$ 45,160	$ 20,800	$ 67,800	$ 35,000	$ 56,450	21
SOUTH COASTAL	ALL	$ 45,607	$ 43,200	$ 25,480	$ 82,620	$ 28,800	$ 56,500	19
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ 23,532	$ 21,000	$ 13,000	$ 41,280	$ 16,500	$ 26,004	19

STATEWIDE	ENTRY	$ 30,551	$ 29,400	$ 10,800	$ 55,000	$ 20,500	$ 42,200	70
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 31,693	$ 33,600	$ 14,560	$ 42,200	$ 24,000	$ 42,200	6
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 33,693	$ 38,880	$ 16,000	$ 45,160	$ 20,758	$ 41,600	9
BOSTON	ENTRY	$ 29,843	$ 28,800	$ 10,800	$ 54,000	$ 20,000	$ 33,300	7
METRO WEST - SOUTH	ENTRY	$ 37,520	$ 38,880	$ 25,000	$ 45,160	$ 35,000	$ 42,200	6
SOUTH COASTAL	ENTRY	$ 35,860	$ 35,500	$ 26,000	$ 49,960	$ 26,000	$ 42,200	6
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 18,750	$ 16,500	$ 13,000	$ 30,000	$ 16,000	$ 20,500	6
STATEWIDE	TYPICAL	$ 37,182	$ 35,000	$ 12,000	$ 65,616	$ 23,000	$ 52,525	80
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 35,571	$ 32,000	$ 13,728	$ 56,500	$ 16,640	$ 52,000	7
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 35,478	$ 28,600	$ 15,600	$ 56,500	$ 23,600	$ 56,500	9
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 44,119	$ 51,837	$ 19,760	$ 56,500	$ 20,748	$ 52,437	7
BOSTON	TYPICAL	$ 41,860	$ 47,100	$ 15,738	$ 59,780	$ 26,000	$ 50,000	7
METRO WEST - SOUTH	TYPICAL	$ 41,975	$ 46,263	$ 20,800	$ 56,500	$ 22,000	$ 52,525	8
SOUTH COASTAL	TYPICAL	$ 48,913	$ 53,250	$ 28,860	$ 65,616	$ 36,000	$ 56,500	6
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 22,420	$ 21,500	$ 15,000	$ 35,000	$ 16,500	$ 25,022	6
STATEWIDE	MOST EXPERIENCED	$ 44,040	$ 40,640	$ 13,728	$ 82,620	$ 27,000	$ 64,320	84
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 39,941	$ 37,960	$ 13,728	$ 67,800	$ 15,600	$ 66,600	6
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 43,945	$ 40,000	$ 18,720	$ 67,800	$ 28,000	$ 67,800	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 52,993	$ 61,320	$ 22,500	$ 67,800	$ 25,948	$ 64,320	7
BOSTON	MOST EXPERIENCED	$ 52,728	$ 50,100	$ 30,000	$ 78,660	$ 35,000	$ 62,137	7
METRO WEST - SOUTH	MOST EXPERIENCED	$ 55,403	$ 67,740	$ 20,800	$ 67,800	$ 46,000	$ 67,740	7
SOUTH COASTAL	MOST EXPERIENCED	$ 51,129	$ 45,000	$ 25,480	$ 82,620	$ 26,000	$ 67,800	7
BROCKTON	MOST EXPERIENCED	$ 39,563	$ 36,140	$ 17,500	$ 61,500	$ 33,800	$ 40,000	7
BRISTOL	MOST EXPERIENCED	$ 42,530	$ 37,890	$ 20,800	$ 70,000	$ 20,800	$ 67,800	6
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 28,583	$ 26,004	$ 20,800	$ 41,280	$ 21,000	$ 30,000	7

* MEANS LESS THAN 6 RESPONSES

COMPUTER OPERATORS, EXCEPT PERIPHERAL EQUIPMENT

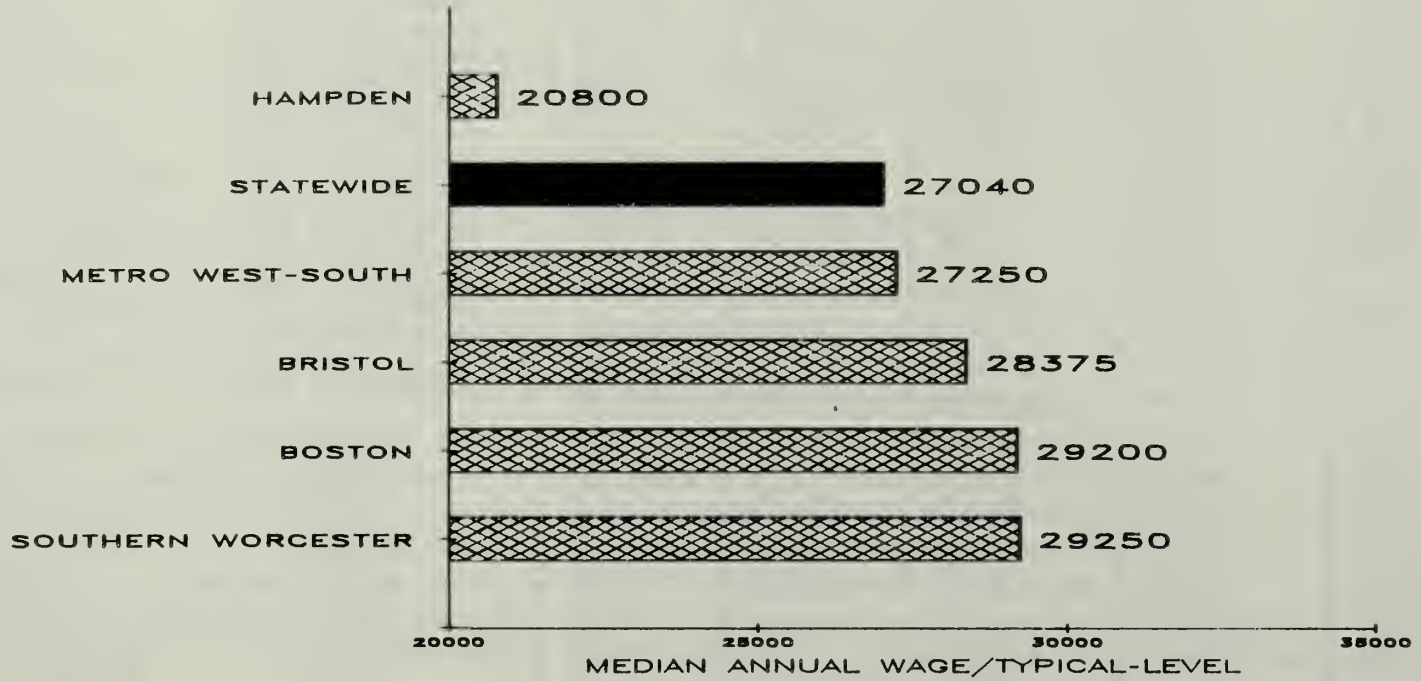


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 327.07	$ 307.30	$ 154.00	$ 980.00	$ 262.00	$ 375.00	462
BERKSHIRE	ALL	$ 323.33	$ 300.00	$ 200.00	$ 541.00	$ 240.00	$ 384.00	18
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 320.52	$ 303.50	$ 154.00	$ 541.00	$ 260.00	$ 350.00	40
NORTHERN WORCESTER	ALL	$ 334.50	$ 327.00	$ 192.00	$ 541.00	$ 260.00	$ 400.00	20
SOUTHERN WORCESTER	ALL	$ 345.32	$ 324.00	$ 180.00	$ 541.00	$ 250.00	$ 433.00	45
NORTHERN MIDDLESEX	ALL	$ 325.95	$ 307.00	$ 200.00	$ 575.00	$ 260.00	$ 360.00	21
LOWER MERRIMACK VALLEY	ALL	$ 341.71	$ 326.00	$ 248.00	$ 491.00	$ 288.00	$ 384.00	37
SOUTHERN ESSEX	ALL	$ 307.76	$ 303.50	$ 200.00	$ 523.00	$ 250.00	$ 348.00	34
METRO NORTH	ALL	$ 323.35	$ 320.00	$ 160.00	$ 541.00	$ 280.00	$ 350.00	40
BOSTON	ALL	$ 382.84	$ 346.00	$ 160.00	$ 699.00	$ 288.00	$ 431.00	39
METRO WEST - SOUTH	ALL	$ 344.78	$ 323.00	$ 217.00	$ 731.00	$ 276.00	$ 400.00	40
SOUTH COASTAL	ALL	$ 378.94	$ 325.00	$ 211.00	$ 980.00	$ 288.00	$ 433.00	29
BROCKTON	ALL	$ 299.04	$ 288.00	$ 220.00	$ 390.00	$ 250.00	$ 325.00	19
BRISTOL	ALL	$ 275.41	$ 269.00	$ 160.00	$ 541.00	$ 204.00	$ 317.00	41
NEW BEDFORD-CAPE COD & ISL	ALL	$ 269.91	$ 260.00	$ 170.00	$ 350.00	$ 240.00	$ 300.00	23

STATEWIDE	ENTRY	$ 271.08	$ 269.00	$ 154.00	$ 594.00	$ 230.00	$ 300.00	148
BERKSHIRE	ENTRY	$ 246.50	$ 215.50	$ 200.00	$ 324.00	$ 200.00	$ 324.00	6
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 258.58	$ 260.00	$ 154.00	$ 384.00	$ 200.00	$ 300.00	13
NORTHERN WORCESTER	ENTRY	$ 267.29	$ 260.00	$ 192.00	$ 335.00	$ 220.00	$ 300.00	7
SOUTHERN WORCESTER	ENTRY	$ 285.62	$ 280.00	$ 180.00	$ 450.00	$ 218.00	$ 324.00	13
NORTHERN MIDDLESEX	ENTRY	$ 266.43	$ 275.00	$ 200.00	$ 310.00	$ 230.00	$ 300.00	7
LOWER MERRIMACK VALLEY	ENTRY	$ 308.31	$ 284.00	$ 248.00	$ 480.00	$ 269.00	$ 300.00	12
SOUTHERN ESSEX	ENTRY	$ 263.60	$ 240.00	$ 200.00	$ 348.00	$ 230.00	$ 307.00	10
METRO NORTH	ENTRY	$ 275.00	$ 280.00	$ 160.00	$ 324.00	$ 260.00	$ 305.00	12
BOSTON	ENTRY	$ 311.88	$ 287.00	$ 160.00	$ 594.00	$ 250.00	$ 300.00	15
METRO WEST - SOUTH	ENTRY	$ 284.17	$ 274.50	$ 217.00	$ 400.00	$ 239.00	$ 300.00	12
SOUTH COASTAL	ENTRY	$ 291.32	$ 290.60	$ 211.00	$ 388.00	$ 260.00	$ 324.00	10
BROCKTON	ENTRY	$ 261.92	$ 254.50	$ 220.00	$ 320.00	$ 242.51	$ 280.00	6
BRISTOL	ENTRY	$ 221.42	$ 205.50	$ 160.00	$ 324.00	$ 180.00	$ 250.00	12
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 226.25	$ 237.50	$ 170.00	$ 269.00	$ 186.00	$ 250.00	8
STATEWIDE	TYPICAL	$ 324.58	$ 310.00	$ 160.00	$ 731.00	$ 270.00	$ 360.00	165
BERKSHIRE	TYPICAL	$ 325.83	$ 290.00	$ 240.00	$ 433.00	$ 269.00	$ 433.00	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 302.47	$ 300.00	$ 180.00	$ 433.00	$ 260.00	$ 316.00	15
NORTHERN WORCESTER	TYPICAL	$ 340.75	$ 337.50	$ 230.00	$ 433.00	$ 274.00	$ 394.00	8
SOUTHERN WORCESTER	TYPICAL	$ 341.14	$ 320.00	$ 210.00	$ 500.00	$ 250.00	$ 433.00	16
NORTHERN MIDDLESEX	TYPICAL	$ 329.14	$ 300.00	$ 240.00	$ 475.00	$ 269.00	$ 360.00	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 334.77	$ 322.05	$ 282.00	$ 480.00	$ 288.00	$ 350.00	13
SOUTHERN ESSEX	TYPICAL	$ 304.77	$ 310.00	$ 211.00	$ 436.00	$ 250.00	$ 338.00	13
METRO NORTH	TYPICAL	$ 317.27	$ 325.00	$ 200.00	$ 433.00	$ 280.00	$ 340.00	15
BOSTON	TYPICAL	$ 385.21	$ 344.75	$ 298.00	$ 621.00	$ 300.00	$ 375.00	12
METRO WEST - SOUTH	TYPICAL	$ 356.41	$ 325.00	$ 250.00	$ 731.00	$ 276.00	$ 360.00	15
SOUTH COASTAL	TYPICAL	$ 354.74	$ 346.20	$ 240.00	$ 484.00	$ 285.00	$ 433.00	10
BROCKTON	TYPICAL	$ 293.63	$ 288.00	$ 220.00	$ 390.00	$ 240.00	$ 310.00	7
BRISTOL	TYPICAL	$ 277.00	$ 264.50	$ 180.00	$ 433.00	$ 240.00	$ 317.00	14
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 293.75	$ 300.00	$ 250.00	$ 340.00	$ 260.00	$ 310.00	8
STATEWIDE	MOST EXPERIENCED	$ 385.43	$ 360.00	$ 178.00	$ 980.00	$ 320.00	$ 450.00	149
BERKSHIRE	MOST EXPERIENCED	$ 397.67	$ 367.00	$ 270.00	$ 541.00	$ 300.00	$ 541.00	6
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 410.17	$ 400.00	$ 280.00	$ 541.00	$ 326.00	$ 500.00	12
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 398.00	$ 367.00	$ 240.00	$ 541.00	$ 280.00	$ 520.00	16
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 382.29	$ 325.00	$ 260.00	$ 575.00	$ 307.00	$ 435.00	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 382.61	$ 382.00	$ 300.00	$ 491.00	$ 326.00	$ 400.00	12
SOUTHERN ESSEX	MOST EXPERIENCED	$ 351.44	$ 359.00	$ 278.00	$ 523.00	$ 288.00	$ 373.00	11
METRO NORTH	MOST EXPERIENCED	$ 375.00	$ 350.00	$ 220.00	$ 541.00	$ 320.00	$ 412.00	13
BOSTON	MOST EXPERIENCED	$ 469.17	$ 436.50	$ 345.00	$ 699.00	$ 400.00	$ 480.00	12
METRO WEST - SOUTH	MOST EXPERIENCED	$ 387.31	$ 393.00	$ 280.00	$ 541.00	$ 320.00	$ 423.00	13
SOUTH COASTAL	MOST EXPERIENCED	$ 503.18	$ 450.00	$ 288.00	$ 980.00	$ 325.00	$ 541.00	9
BROCKTON	MOST EXPERIENCED	$ 342.48	$ 349.00	$ 270.00	$ 390.00	$ 321.90	$ 375.00	6
BRISTOL	MOST EXPERIENCED	$ 317.13	$ 307.00	$ 200.00	$ 541.00	$ 280.00	$ 326.00	15
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 292.55	$ 280.00	$ 210.00	$ 350.00	$ 250.00	$ 327.88	7

* MEANS LESS THAN 6 RESPONSES

COMPUTER PROGRAMMERS

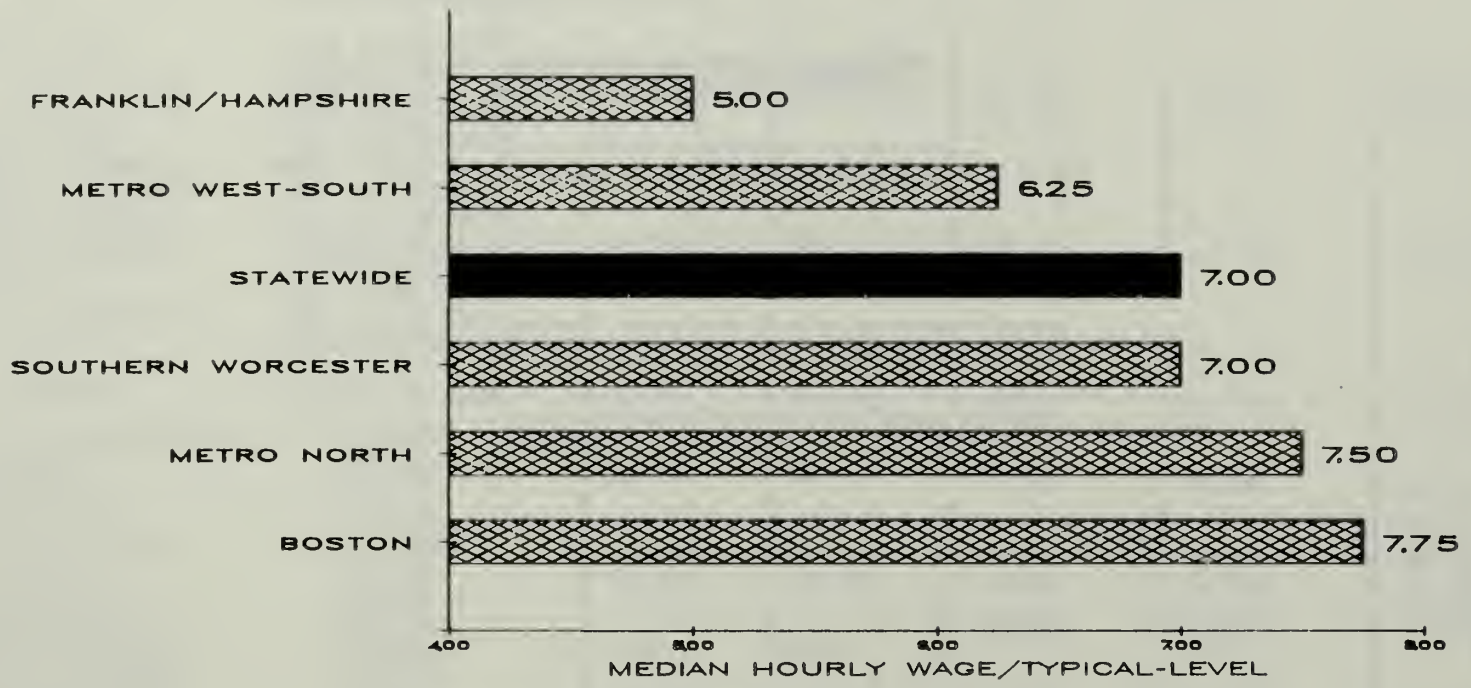


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 26,739	$ 25,975	$ 10,400	$ 53,000	$ 22,000	$ 31,168	192
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 23,011	$ 22,940	$ 12,480	$ 35,000	$ 16,932	$ 28,000	20
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 29,528	$ 29,250	$ 16,000	$ 53,000	$ 23,000	$ 33,020	20
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ 26,866	$ 27,400	$ 15,600	$ 41,300	$ 22,000	$ 31,200	18
METRO WEST - SOUTH	ALL	$ 26,445	$ 25,000	$ 13,000	$ 50,000	$ 20,966	$ 30,000	29
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 28,168	$ 27,500	$ 16,000	$ 45,240	$ 22,000	$ 33,280	14
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 18,713	$ 18,250	$ 12,480	$ 25,000	$ 14,500	$ 23,800	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 23,933	$ 23,400	$ 16,000	$ 40,000	$ 17,000	$ 23,800	6
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ 21,444	$ 21,660	$ 15,600	$ 27,500	$ 18,846	$ 23,400	6
METRO WEST - SOUTH	ENTRY	$ 20,019	$ 19,700	$ 13,000	$ 23,800	$ 16,773	$ 23,000	9
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 26,054	$ 27,040	$ 15,600	$ 45,000	$ 22,000	$ 29,250	72
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 21,865	$ 20,800	$ 16,000	$ 30,000	$ 16,932	$ 23,000	9
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 29,363	$ 29,250	$ 18,000	$ 45,000	$ 27,000	$ 29,250	7
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ 27,438	$ 29,200	$ 17,500	$ 34,400	$ 22,000	$ 31,200	8
METRO WEST - SOUTH	TYPICAL	$ 25,526	$ 27,250	$ 16,640	$ 31,200	$ 20,966	$ 30,000	10
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 26,664	$ 28,375	$ 17,784	$ 33,280	$ 22,000	$ 30,171	6
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 33,070	$ 34,000	$ 18,510	$ 53,000	$ 28,600	$ 34,700	61
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 34,489	$ 33,020	$ 22,000	$ 53,000	$ 32,000	$ 34,700	7
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 33,149	$ 32,300	$ 24,180	$ 50,000	$ 25,159	$ 36,400	10
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
* $ * *								
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

COOKS, RESTAURANT

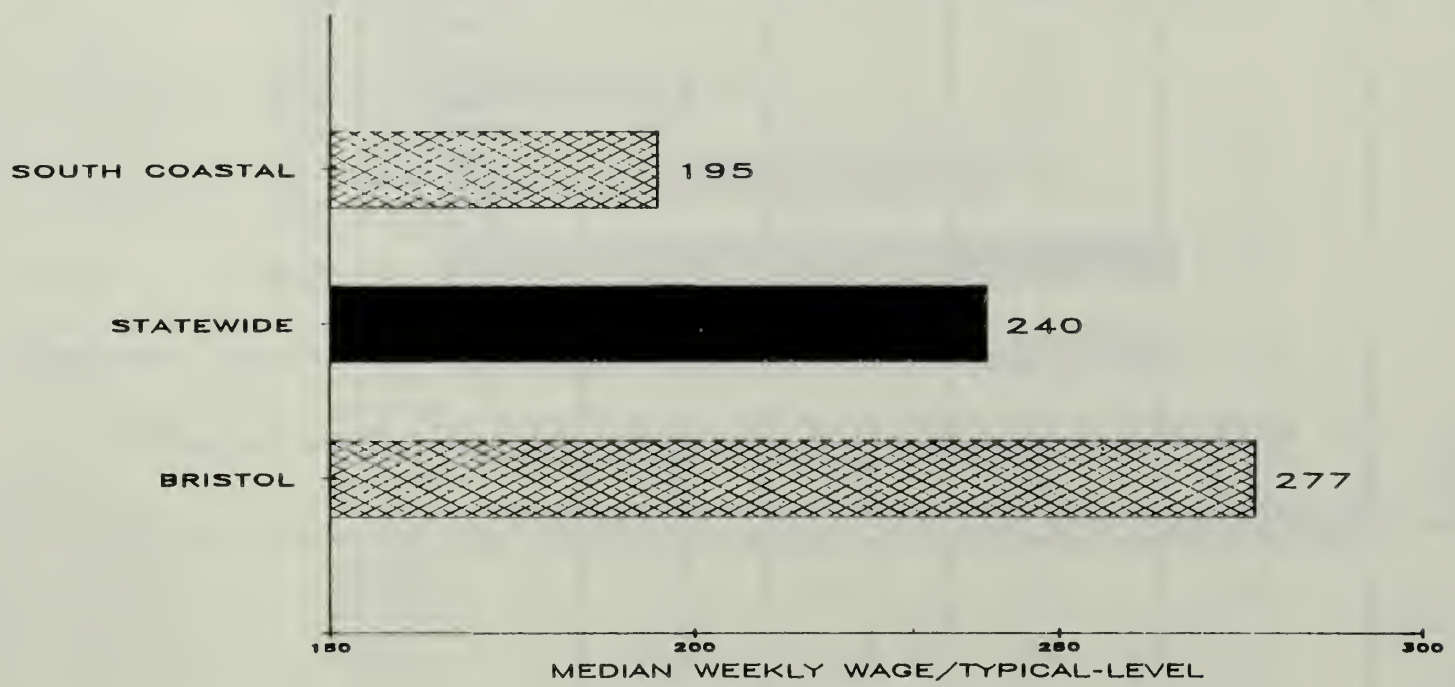


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 7.29	$ 6.95	$ 3.55	$ 20.00	$ 5.00	$ 8.50	183
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 5.48	$ 5.00	$ 3.85	$ 9.00	$ 4.00	$ 6.00	16
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 7.87	$ 6.50	$ 4.00	$ 20.00	$ 5.00	$ 8.50	21
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 8.56	$ 7.85	$ 5.00	$ 13.18	$ 6.00	$ 11.00	18
BOSTON	ALL	$ 8.40	$ 7.75	$ 4.50	$ 19.00	$ 6.00	$ 8.50	16
METRO WEST - SOUTH	ALL	$ 6.63	$ 6.50	$ 4.00	$ 11.88	$ 5.00	$ 7.00	24
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 5.69	$ 5.00	$ 3.55	$ 13.63	$ 4.25	$ 6.00	63
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 6.21	$ 6.00	$ 4.00	$ 11.25	$ 4.75	$ 6.00	7
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 7.28	$ 6.85	$ 5.00	$ 11.00	$ 6.00	$ 8.00	6
BOSTON	ENTRY	$ 5.95	$ 5.50	$ 4.50	$ 8.00	$ 4.80	$ 7.40	6
METRO WEST - SOUTH	ENTRY	$ 5.23	$ 5.00	$ 4.00	$ 6.88	$ 4.25	$ 6.00	7
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 7.35	$ 7.00	$ 4.00	$ 17.00	$ 5.50	$ 8.00	63
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 5.54	$ 5.00	$ 4.00	$ 8.75	$ 5.00	$ 5.50	6
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 7.79	$ 7.00	$ 4.00	$ 17.00	$ 5.25	$ 7.30	7
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 8.82	$ 7.50	$ 5.50	$ 13.18	$ 6.00	$ 11.00	7
BOSTON	TYPICAL	$ 8.29	$ 7.75	$ 6.75	$ 12.00	$ 7.20	$ 8.30	6
METRO WEST - SOUTH	TYPICAL	$ 6.06	$ 6.25	$ 4.55	$ 7.00	$ 5.00	$ 6.50	8
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 9.00	$ 8.50	$ 4.25	$ 20.00	$ 7.00	$ 10.00	57
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 9.61	$ 8.50	$ 4.25	$ 20.00	$ 6.00	$ 10.00	7
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 8.24	$ 8.30	$ 6.00	$ 11.88	$ 6.95	$ 8.50	9
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

COUNTER AND RENTAL CLERKS

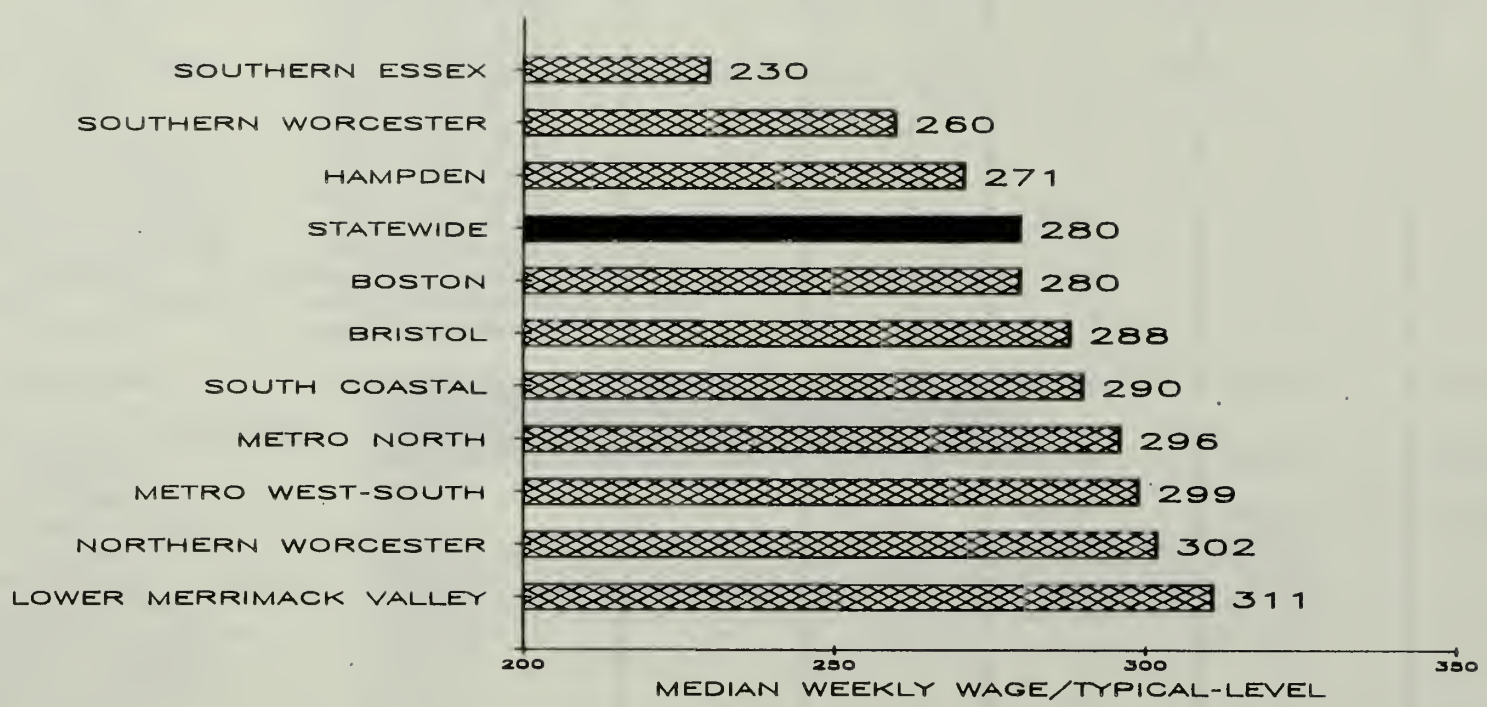


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 255.96	$ 240.00	$ 134.00	$ 596.00	$ 182.00	$ 300.00	148
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ALL	$ 210.31	$ 182.50	$ 134.00	$ 400.00	$ 160.00	$ 220.00	16
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 290.18	$ 242.00	$ 140.00	$ 596.00	$ 154.00	$ 410.00	17
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 209.73	$ 187.00	$ 134.00	$ 442.00	$ 160.00	$ 240.00	52
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 191.50	$ 180.00	$ 140.00	$ 259.00	$ 160.00	$ 230.00	6
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ 229.50	$ 210.50	$ 142.00	$ 442.00	$ 142.00	$ 230.00	6
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 256.13	$ 240.00	$ 154.00	$ 500.00	$ 200.00	$ 288.00	51
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	TYPICAL	$ 214.00	$ 195.00	$ 154.00	$ 350.00	$ 170.00	$ 220.00	6
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 292.83	$ 277.00	$ 154.00	$ 500.00	$ 242.00	$ 307.00	6
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 309.18	$ 288.00	$ 140.00	$ 596.00	$ 240.00	$ 400.00	45
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

DATA ENTRY KEYERS, EXCEPT COMPOSING

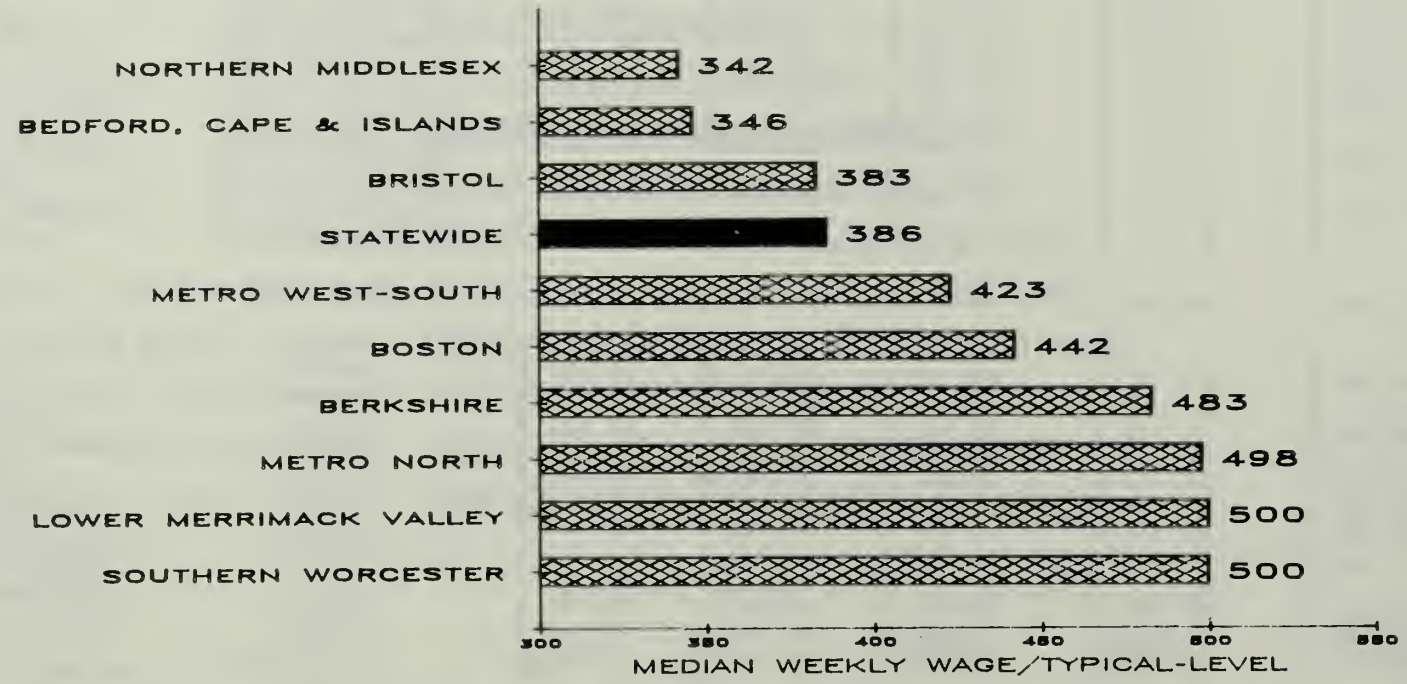


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 280.40	$ 276.50	$ 142.00	$ 480.00	$ 233.45	$ 320.00	344
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 269.32	$ 267.00	$ 142.00	$ 390.00	$ 225.00	$ 303.19	23
NORTHERN WORCESTER	ALL	$ 292.38	$ 302.50	$ 178.00	$ 400.00	$ 220.00	$ 342.00	16
SOUTHERN WORCESTER	ALL	$ 272.00	$ 262.50	$ 150.00	$ 423.00	$ 229.00	$ 305.00	50
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 310.05	$ 300.00	$ 200.00	$ 480.00	$ 260.00	$ 338.00	23
SOUTHERN ESSEX	ALL	$ 252.94	$ 240.00	$ 178.00	$ 382.00	$ 200.00	$ 278.00	19
METRO NORTH	ALL	$ 315.08	$ 299.00	$ 229.00	$ 480.00	$ 280.00	$ 331.00	24
BOSTON	ALL	$ 296.59	$ 280.00	$ 183.00	$ 453.00	$ 250.00	$ 332.00	27
METRO WEST - SOUTH	ALL	$ 288.55	$ 293.00	$ 180.00	$ 425.00	$ 250.00	$ 325.00	60
SOUTH COASTAL	ALL	$ 284.08	$ 287.50	$ 178.00	$ 381.00	$ 242.00	$ 325.00	26
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 281.19	$ 294.00	$ 160.00	$ 429.00	$ 229.00	$ 311.00	21
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 233.27	$ 229.00	$ 142.00	$ 480.00	$ 200.00	$ 250.00	114
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 208.86	$ 216.00	$ 142.00	$ 250.00	$ 200.00	$ 225.00	7
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 213.63	$ 220.00	$ 150.00	$ 288.00	$ 200.00	$ 229.00	16
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 287.47	$ 276.88	$ 200.00	$ 480.00	$ 200.00	$ 288.00	8
SOUTHERN ESSEX	ENTRY	$ 203.17	$ 185.00	$ 178.00	$ 253.00	$ 180.00	$ 238.00	6
METRO NORTH	ENTRY	$ 276.89	$ 280.00	$ 229.00	$ 340.00	$ 240.00	$ 288.00	9
BOSTON	ENTRY	$ 245.56	$ 240.00	$ 183.00	$ 357.00	$ 190.00	$ 254.00	9
METRO WEST - SOUTH	ENTRY	$ 245.63	$ 246.00	$ 180.00	$ 360.00	$ 210.00	$ 257.14	21
SOUTH COASTAL	ENTRY	$ 231.33	$ 242.00	$ 178.00	$ 269.00	$ 190.00	$ 250.00	9
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ 217.83	$ 212.50	$ 160.00	$ 302.00	$ 180.00	$ 240.00	6
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 281.17	$ 280.00	$ 192.00	$ 480.00	$ 246.00	$ 305.00	120
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 270.02	$ 271.00	$ 220.00	$ 326.00	$ 240.00	$ 287.19	8
NORTHERN WORCESTER	TYPICAL	$ 284.50	$ 302.50	$ 200.00	$ 320.00	$ 262.00	$ 320.00	6
SOUTHERN WORCESTER	TYPICAL	$ 270.94	$ 260.00	$ 214.00	$ 384.00	$ 240.00	$ 305.00	17
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 316.76	$ 311.03	$ 240.00	$ 480.00	$ 258.00	$ 336.00	8
SOUTHERN ESSEX	TYPICAL	$ 242.67	$ 230.00	$ 200.00	$ 317.00	$ 220.00	$ 259.00	6
METRO NORTH	TYPICAL	$ 306.50	$ 296.50	$ 260.00	$ 400.00	$ 280.00	$ 305.00	8
BOSTON	TYPICAL	$ 299.78	$ 280.00	$ 220.00	$ 413.00	$ 270.00	$ 295.00	9
METRO WEST - SOUTH	TYPICAL	$ 297.06	$ 299.00	$ 200.00	$ 425.00	$ 259.00	$ 326.00	22
SOUTH COASTAL	TYPICAL	$ 277.27	$ 290.00	$ 194.00	$ 314.00	$ 220.00	$ 305.00	9
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 285.63	$ 288.50	$ 200.00	$ 365.00	$ 260.00	$ 311.00	8
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 328.39	$ 320.00	$ 192.00	$ 480.00	$ 294.00	$ 381.00	110
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 321.52	$ 310.60	$ 260.00	$ 390.00	$ 280.00	$ 350.00	8
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 328.00	$ 300.00	$ 260.00	$ 423.00	$ 292.00	$ 375.00	17
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 328.19	$ 338.00	$ 260.00	$ 384.00	$ 285.00	$ 340.00	7
SOUTHERN ESSEX	MOST EXPERIENCED	$ 304.41	$ 294.00	$ 240.00	$ 382.00	$ 275.00	$ 301.88	7
METRO NORTH	MOST EXPERIENCED	$ 374.00	$ 350.00	$ 300.00	$ 480.00	$ 326.00	$ 381.00	7
BOSTON	MOST EXPERIENCED	$ 344.44	$ 332.00	$ 258.00	$ 453.00	$ 300.00	$ 385.00	9
METRO WEST - SOUTH	MOST EXPERIENCED	$ 330.57	$ 320.00	$ 250.00	$ 400.00	$ 300.00	$ 365.00	17
SOUTH COASTAL	MOST EXPERIENCED	$ 351.10	$ 359.00	$ 291.00	$ 381.00	$ 325.00	$ 362.80	8
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ 330.43	$ 311.00	$ 240.00	$ 429.00	$ 294.00	$ 348.00	7
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

DISPATCHERS

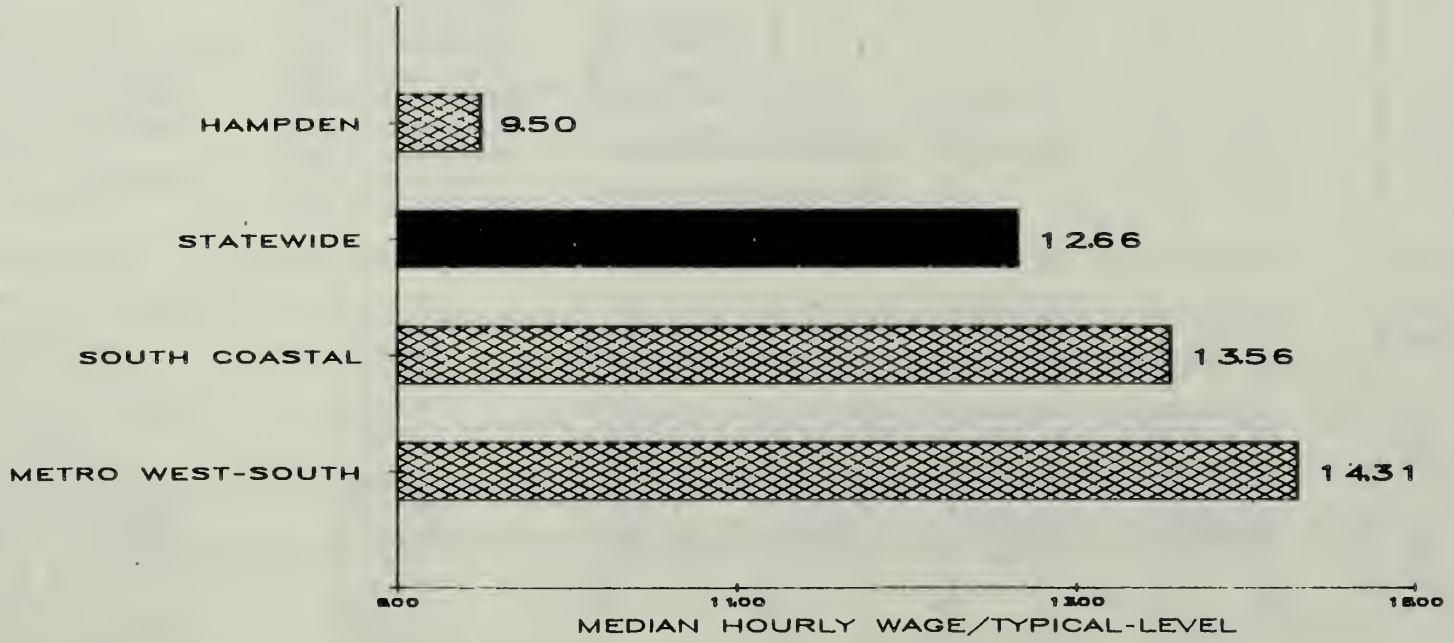


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 394.63	$ 384.00	$ 120.00	$ 780.00	$ 290.00	$ 515.00	269
BERKSHIRE	ALL	$ 421.44	$ 393.50	$ 210.00	$ 650.00	$ 300.00	$ 516.00	16
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 404.93	$ 387.00	$ 120.00	$ 750.00	$ 290.00	$ 516.00	37
NORTHERN MIDDLESEX	ALL	$ 361.82	$ 325.00	$ 209.00	$ 780.00	$ 240.00	$ 388.00	17
LOWER MERRIMACK VALLEY	ALL	$ 397.27	$ 384.00	$ 193.00	$ 600.00	$ 288.00	$ 461.00	15
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 474.54	$ 500.00	$ 240.00	$ 720.00	$ 250.00	$ 540.00	13
BOSTON	ALL	$ 445.78	$ 441.50	$ 288.00	$ 633.00	$ 326.00	$ 550.00	16
METRO WEST - SOUTH	ALL	$ 413.93	$ 405.00	$ 160.00	$ 675.00	$ 300.00	$ 500.00	44
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ 367.33	$ 383.00	$ 160.00	$ 597.00	$ 240.00	$ 500.00	18
NEW BEDFORD-CAPE COD & ISL	ALL	$ 338.13	$ 336.00	$ 192.00	$ 525.00	$ 269.00	$ 390.00	21

STATEWIDE	ENTRY	$ 324.13	$ 300.00	$ 120.00	$ 701.00	$ 240.00	$ 387.00	85
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 340.86	$ 288.00	$ 200.00	$ 701.00	$ 220.00	$ 350.00	7
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 323.42	$ 308.40	$ 120.00	$ 605.00	$ 220.00	$ 387.00	13
NORTHERN MIDDLESEX	ENTRY	$ 298.17	$ 270.00	$ 209.00	$ 475.00	$ 240.00	$ 325.00	6
LOWER MERRIMACK VALLEY	ENTRY	$ 335.33	$ 300.00	$ 260.00	$ 480.00	$ 288.00	$ 384.00	6
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 327.14	$ 319.00	$ 160.00	$ 480.00	$ 240.00	$ 410.00	14
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 277.67	$ 278.50	$ 192.00	$ 390.00	$ 220.00	$ 307.00	6
STATEWIDE	TYPICAL	$ 409.15	$ 386.50	$ 142.00	$ 733.00	$ 300.00	$ 516.00	98
BERKSHIRE	TYPICAL	$ 458.67	$ 483.00	$ 270.00	$ 650.00	$ 350.00	$ 516.00	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 441.85	$ 500.00	$ 260.00	$ 620.00	$ 290.00	$ 516.00	11
NORTHERN MIDDLESEX	TYPICAL	$ 366.83	$ 342.50	$ 209.00	$ 650.00	$ 269.00	$ 388.00	6
LOWER MERRIMACK VALLEY	TYPICAL	$ 475.17	$ 499.50	$ 287.00	$ 600.00	$ 365.00	$ 600.00	6
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 506.00	$ 498.00	$ 240.00	$ 720.00	$ 480.00	$ 600.00	6
BOSTON	TYPICAL	$ 441.74	$ 442.00	$ 288.46	$ 593.00	$ 326.00	$ 559.00	6
METRO WEST - SOUTH	TYPICAL	$ 423.73	$ 423.00	$ 270.00	$ 600.00	$ 303.00	$ 500.00	15
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ 364.71	$ 383.00	$ 160.00	$ 546.00	$ 228.00	$ 400.00	7
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 369.72	$ 346.00	$ 240.00	$ 525.00	$ 307.00	$ 400.00	7
STATEWIDE	MOST EXPERIENCED	$ 447.75	$ 461.00	$ 180.00	$ 780.00	$ 331.70	$ 516.00	86
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 459.50	$ 421.00	$ 300.00	$ 750.00	$ 325.00	$ 540.00	6
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 455.21	$ 513.00	$ 290.00	$ 750.00	$ 320.00	$ 516.00	13
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 485.13	$ 500.00	$ 290.00	$ 675.00	$ 400.00	$ 550.00	15
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ 418.14	$ 480.00	$ 200.00	$ 597.00	$ 251.00	$ 500.00	7
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 355.85	$ 365.00	$ 251.00	$ 446.77	$ 280.00	$ 390.00	8

* MEANS LESS THAN 6 RESPONSES

ELECTRIC AND ELECTRONIC EQUIPMENT MECHANICS, REPAIRERS AND INSTALLERS

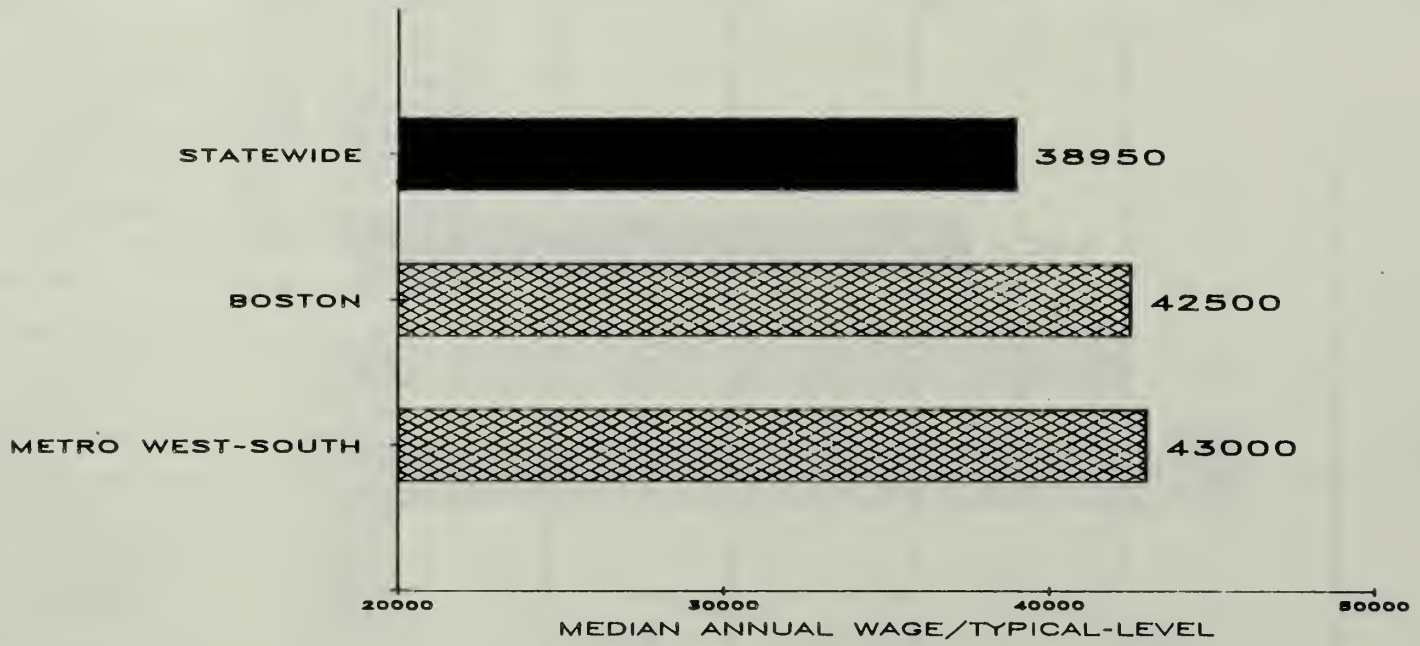


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 11.36	$ 11.77	$ 4.50	$ 18.02	$ 8.50	$ 14.31	168
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 9.91	$ 9.73	$ 6.00	$ 14.31	$ 8.00	$ 12.00	18
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 12.19	$ 12.04	$ 6.75	$ 16.35	$ 10.73	$ 14.31	23
SOUTH COASTAL	ALL	$ 11.76	$ 11.93	$ 6.00	$ 18.02	$ 8.65	$ 14.31	26
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 9.25	$ 10.73	$ 4.50	$ 16.27	$ 6.75	$ 11.40	57
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 8.29	$ 7.50	$ 6.00	$ 11.54	$ 6.50	$ 10.73	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 10.21	$ 11.29	$ 6.75	$ 12.50	$ 7.94	$ 11.84	8
SOUTH COASTAL	ENTRY	$ 9.94	$ 10.73	$ 6.00	$ 16.27	$ 6.25	$ 11.40	9
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 11.56	$ 12.66	$ 5.53	$ 16.80	$ 8.60	$ 14.31	56
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 10.22	$ 9.50	$ 6.75	$ 14.31	$ 8.75	$ 12.50	6
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 12.53	$ 14.31	$ 9.50	$ 14.77	$ 9.52	$ 14.31	7
SOUTH COASTAL	TYPICAL	$ 12.34	$ 13.56	$ 7.00	$ 16.80	$ 7.50	$ 14.31	8
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 13.35	$ 14.31	$ 7.50	$ 18.02	$ 12.00	$ 14.71	55
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 11.21	$ 11.00	$ 8.00	$ 14.31	$ 9.45	$ 13.50	6
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 13.89	$ 13.41	$ 11.01	$ 16.35	$ 12.00	$ 16.35	8
SOUTH COASTAL	MOST EXPERIENCED	$ 13.07	$ 13.37	$ 8.50	$ 18.02	$ 8.75	$ 14.31	9
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

ENGINEERING, MATHEMATICAL AND NATURAL SCIENCE MANAGERS

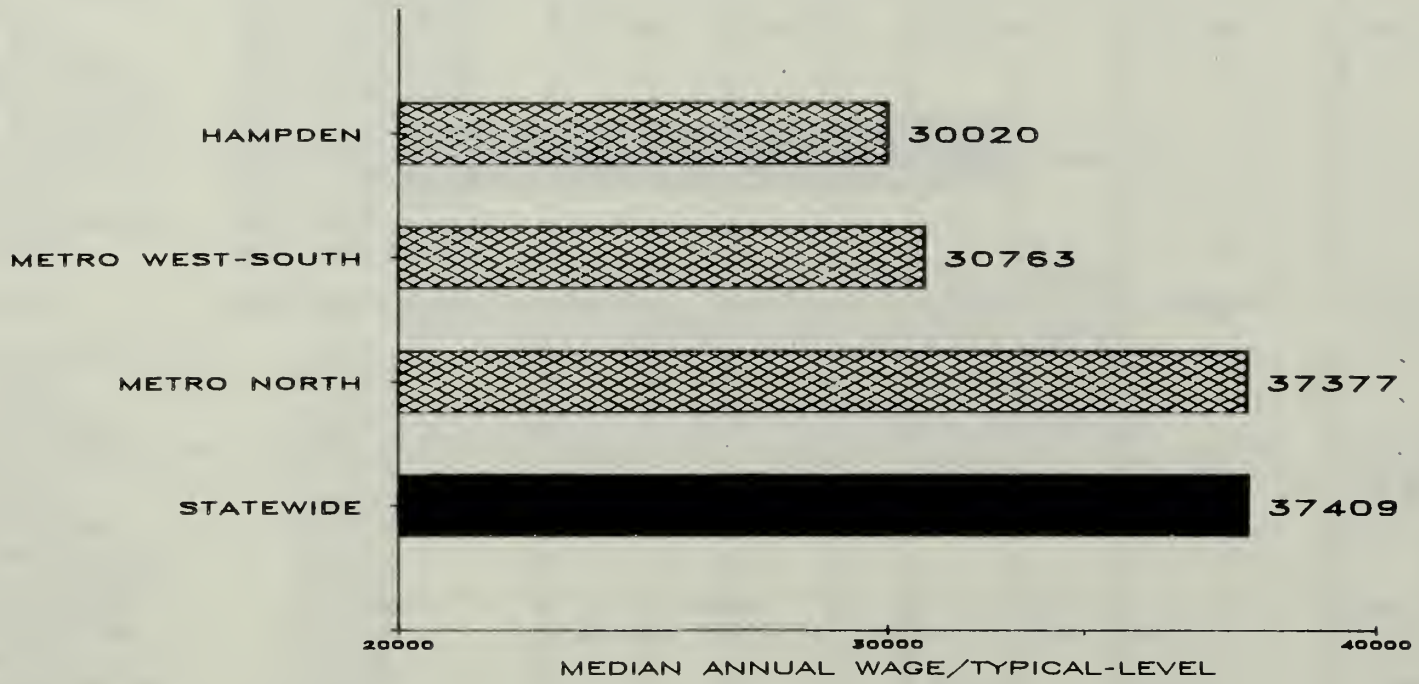


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 41,502	$ 40,000	$ 11,000	$ 78,660	$ 31,200	$ 52,062	107
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ 45,313	$ 45,160	$ 15,000	$ 67,740	$ 32,000	$ 56,450	19
METRO WEST - SOUTH	ALL	$ 47,006	$ 46,000	$ 30,000	$ 75,942	$ 36,000	$ 53,782	15
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 33,397	$ 32,500	$ 11,000	$ 59,948	$ 25,000	$ 42,000	33
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 40,521	$ 38,950	$ 12,000	$ 66,800	$ 32,000	$ 51,000	40
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ 43,091	$ 42,500	$ 20,000	$ 64,274	$ 32,000	$ 55,000	8
METRO WEST - SOUTH	TYPICAL	$ 45,027	$ 43,000	$ 36,000	$ 61,159	$ 36,000	$ 51,000	6
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 50,523	$ 51,981	$ 15,000	$ 78,660	$ 41,600	$ 62,500	34
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ 53,929	$ 58,250	$ 23,000	$ 67,740	$ 52,062	$ 64,274	6
METRO WEST - SOUTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

ENGINEERS

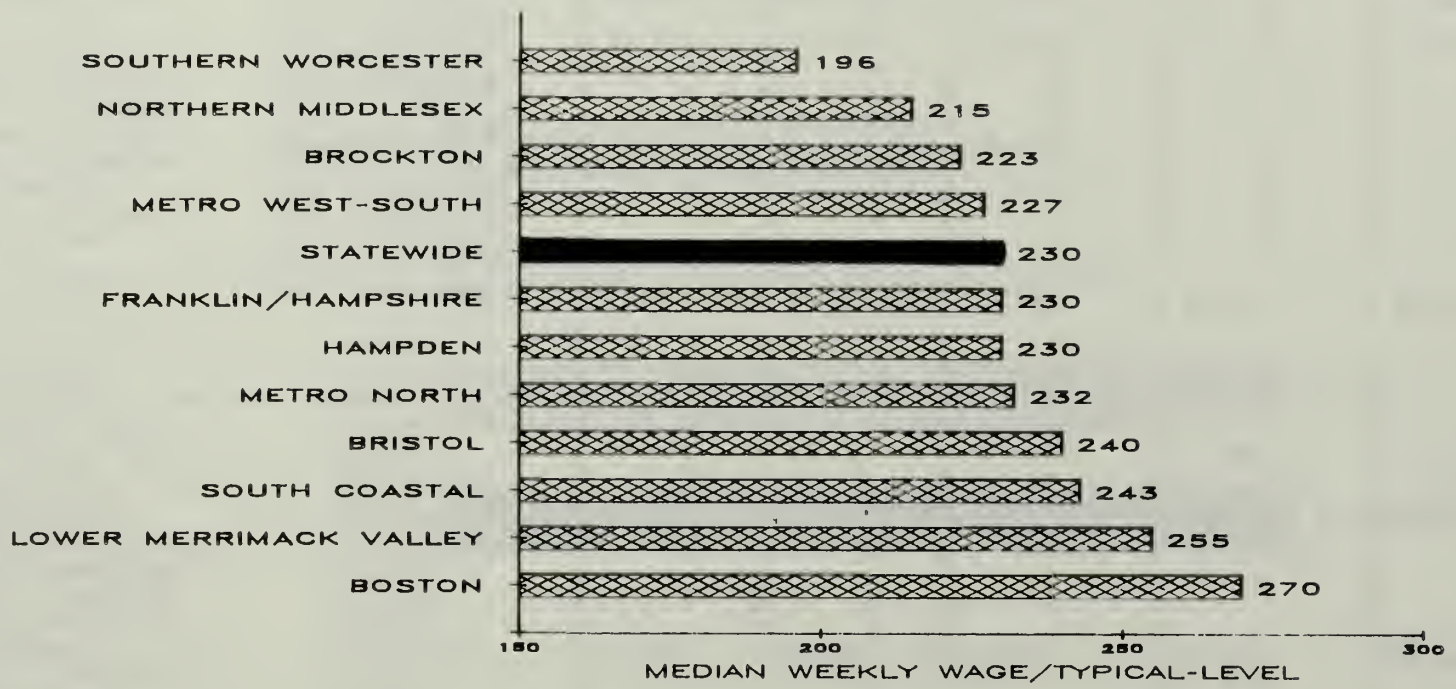


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 36,165	$ 35,725	$ 14,300	$ 67,740	$ 29,000	$ 44,000	147
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 35,387	$ 31,700	$ 19,920	$ 61,000	$ 26,000	$ 39,810	12
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 37,770	$ 36,000	$ 23,000	$ 67,740	$ 29,120	$ 44,000	21
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 34,741	$ 30,763	$ 18,000	$ 67,740	$ 24,800	$ 40,688	21
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 28,044	$ 29,800	$ 14,300	$ 48,000	$ 24,800	$ 30,400	47
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 30,141	$ 30,400	$ 23,000	$ 40,880	$ 24,800	$ 30,950	7
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 26,217	$ 24,800	$ 18,000	$ 40,880	$ 21,040	$ 25,000	7
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 35,282	$ 37,409	$ 19,920	$ 51,100	$ 30,000	$ 37,750	52
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 30,587	$ 30,020	$ 19,920	$ 39,810	$ 26,000	$ 37,750	6
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 37,835	$ 37,377	$ 29,120	$ 51,100	$ 29,500	$ 37,750	7
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 34,086	$ 30,763	$ 22,000	$ 51,100	$ 26,300	$ 37,750	7
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 45,074	$ 45,100	$ 23,840	$ 67,740	$ 36,712	$ 49,980	48
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 45,333	$ 44,241	$ 26,928	$ 67,740	$ 36,000	$ 45,100	7
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 43,919	$ 40,000	$ 25,000	$ 67,740	$ 31,560	$ 45,100	7
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

FILE CLERKS

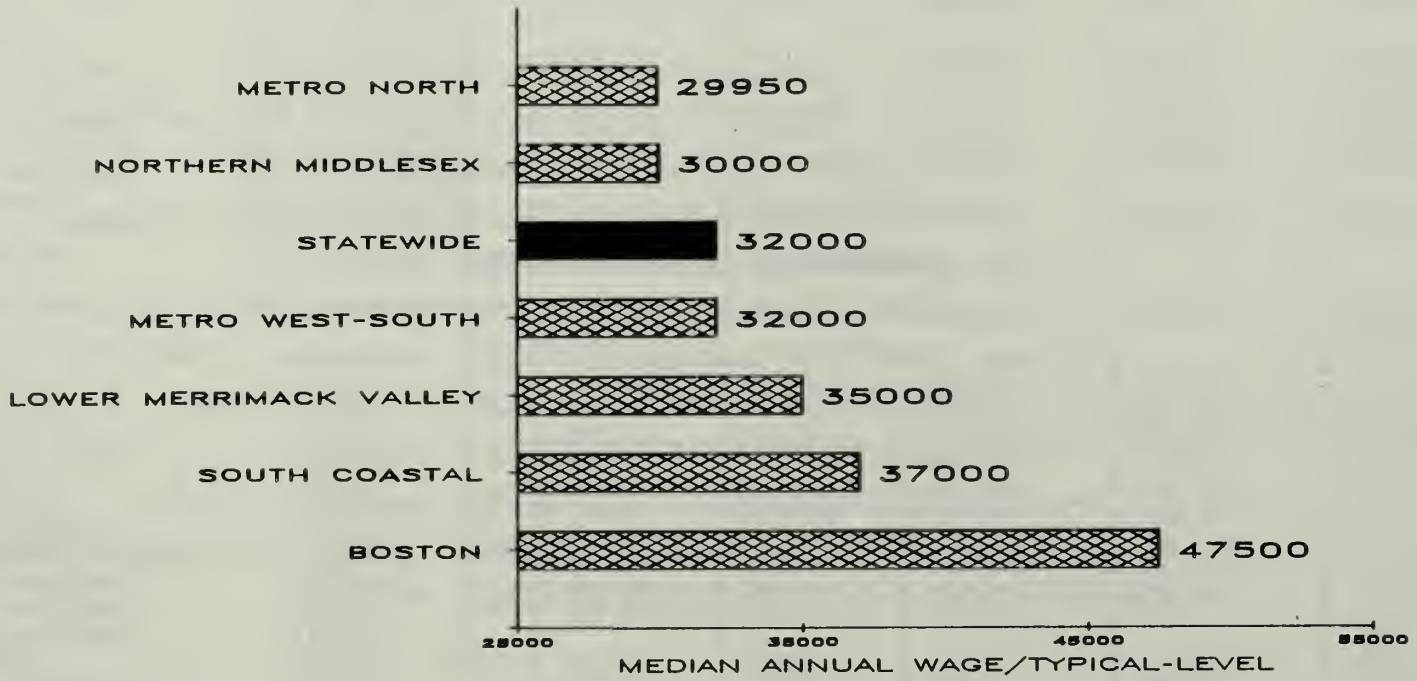


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 234.15	$ 225.00	$ 140.00	$ 615.00	$ 200.00	$ 260.00	337
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 219.46	$ 230.00	$ 140.00	$ 280.00	$ 190.00	$ 240.00	13
HAMPDEN	ALL	$ 231.08	$ 222.50	$ 142.00	$ 320.00	$ 200.00	$ 260.00	26
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 206.31	$ 200.00	$ 150.00	$ 300.00	$ 180.00	$ 220.00	32
NORTHERN MIDDLESEX	ALL	$ 236.55	$ 200.00	$ 160.00	$ 500.00	$ 180.00	$ 250.00	20
LOWER MERRIMACK VALLEY	ALL	$ 251.59	$ 250.00	$ 160.00	$ 384.00	$ 205.00	$ 280.00	34
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 234.76	$ 240.00	$ 170.00	$ 290.38	$ 216.00	$ 260.00	25
BOSTON	ALL	$ 285.16	$ 250.00	$ 200.00	$ 615.00	$ 225.00	$ 295.00	19
METRO WEST - SOUTH	ALL	$ 230.32	$ 225.00	$ 142.00	$ 349.00	$ 200.00	$ 250.00	47
SOUTH COASTAL	ALL	$ 235.90	$ 223.00	$ 142.00	$ 400.00	$ 180.00	$ 269.00	25
BROCKTON	ALL	$ 240.31	$ 220.00	$ 160.00	$ 390.00	$ 184.00	$ 259.00	29
BRISTOL	ALL	$ 226.60	$ 221.00	$ 160.00	$ 312.00	$ 177.00	$ 250.00	15
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 201.14	$ 200.00	$ 140.00	$ 350.00	$ 180.00	$ 216.00	115
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 203.30	$ 205.50	$ 142.00	$ 269.00	$ 180.00	$ 225.00	10
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 185.20	$ 177.50	$ 150.00	$ 240.00	$ 173.00	$ 200.00	10
NORTHERN MIDDLESEX	ENTRY	$ 207.86	$ 192.00	$ 160.00	$ 350.00	$ 163.00	$ 200.00	7
LOWER MERRIMACK VALLEY	ENTRY	$ 200.98	$ 200.00	$ 160.00	$ 250.00	$ 192.00	$ 205.00	12
SOUTHERN ESSEX	ENTRY	$ 194.43	$ 200.00	$ 160.00	$ 253.00	$ 160.00	$ 200.00	7
METRO NORTH	ENTRY	$ 211.05	$ 200.00	$ 180.00	$ 250.00	$ 191.35	$ 216.00	7
BOSTON	ENTRY	$ 227.00	$ 225.00	$ 200.00	$ 272.00	$ 200.00	$ 230.00	7
METRO WEST - SOUTH	ENTRY	$ 202.07	$ 200.00	$ 142.00	$ 254.00	$ 181.00	$ 210.00	15
SOUTH COASTAL	ENTRY	$ 201.11	$ 202.00	$ 142.00	$ 300.00	$ 160.00	$ 220.00	9
BROCKTON	ENTRY	$ 211.80	$ 194.50	$ 160.00	$ 320.00	$ 180.00	$ 205.00	10
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 237.25	$ 230.00	$ 160.00	$ 452.00	$ 200.00	$ 260.00	122
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 226.14	$ 230.00	$ 173.00	$ 280.00	$ 190.00	$ 230.00	7
HAMPDEN	TYPICAL	$ 236.13	$ 230.00	$ 200.00	$ 288.00	$ 200.00	$ 250.00	8
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 204.58	$ 196.00	$ 175.00	$ 280.00	$ 180.00	$ 220.00	12
NORTHERN MIDDLESEX	TYPICAL	$ 237.33	$ 215.00	$ 163.00	$ 401.00	$ 180.00	$ 250.00	6
LOWER MERRIMACK VALLEY	TYPICAL	$ 257.06	$ 255.00	$ 216.00	$ 300.00	$ 240.00	$ 269.00	12
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 230.84	$ 231.50	$ 170.00	$ 269.00	$ 220.00	$ 260.00	10
BOSTON	TYPICAL	$ 294.57	$ 270.00	$ 200.00	$ 452.00	$ 240.00	$ 300.00	7
METRO WEST - SOUTH	TYPICAL	$ 227.11	$ 227.00	$ 160.00	$ 286.00	$ 210.00	$ 250.00	18
SOUTH COASTAL	TYPICAL	$ 245.15	$ 243.00	$ 180.00	$ 350.00	$ 180.00	$ 260.00	8
BROCKTON	TYPICAL	$ 243.10	$ 223.00	$ 160.00	$ 390.00	$ 200.00	$ 250.00	10
BRISTOL	TYPICAL	$ 231.00	$ 240.00	$ 172.00	$ 300.00	$ 190.00	$ 244.00	7
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 268.33	$ 260.00	$ 163.00	$ 615.00	$ 230.00	$ 290.38	100
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 260.75	$ 260.00	$ 220.00	$ 320.00	$ 220.00	$ 269.00	8
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 229.50	$ 220.00	$ 196.00	$ 300.00	$ 200.00	$ 250.00	10
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 264.57	$ 240.00	$ 163.00	$ 500.00	$ 180.00	$ 269.00	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 305.78	$ 293.38	$ 254.00	$ 384.00	$ 265.00	$ 325.00	10
SOUTHERN ESSEX	MOST EXPERIENCED	$ 263.57	$ 250.00	$ 200.00	$ 382.00	$ 240.00	$ 260.00	7
METRO NORTH	MOST EXPERIENCED	$ 260.42	$ 260.00	$ 225.00	$ 290.38	$ 240.00	$ 280.00	8
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 264.71	$ 254.50	$ 200.00	$ 349.00	$ 230.00	$ 300.00	14
SOUTH COASTAL	MOST EXPERIENCED	$ 265.80	$ 264.50	$ 180.00	$ 400.00	$ 180.00	$ 307.00	8
BROCKTON	MOST EXPERIENCED	$ 268.89	$ 256.00	$ 170.00	$ 390.00	$ 180.00	$ 330.00	9
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

FINANCIAL MANAGERS

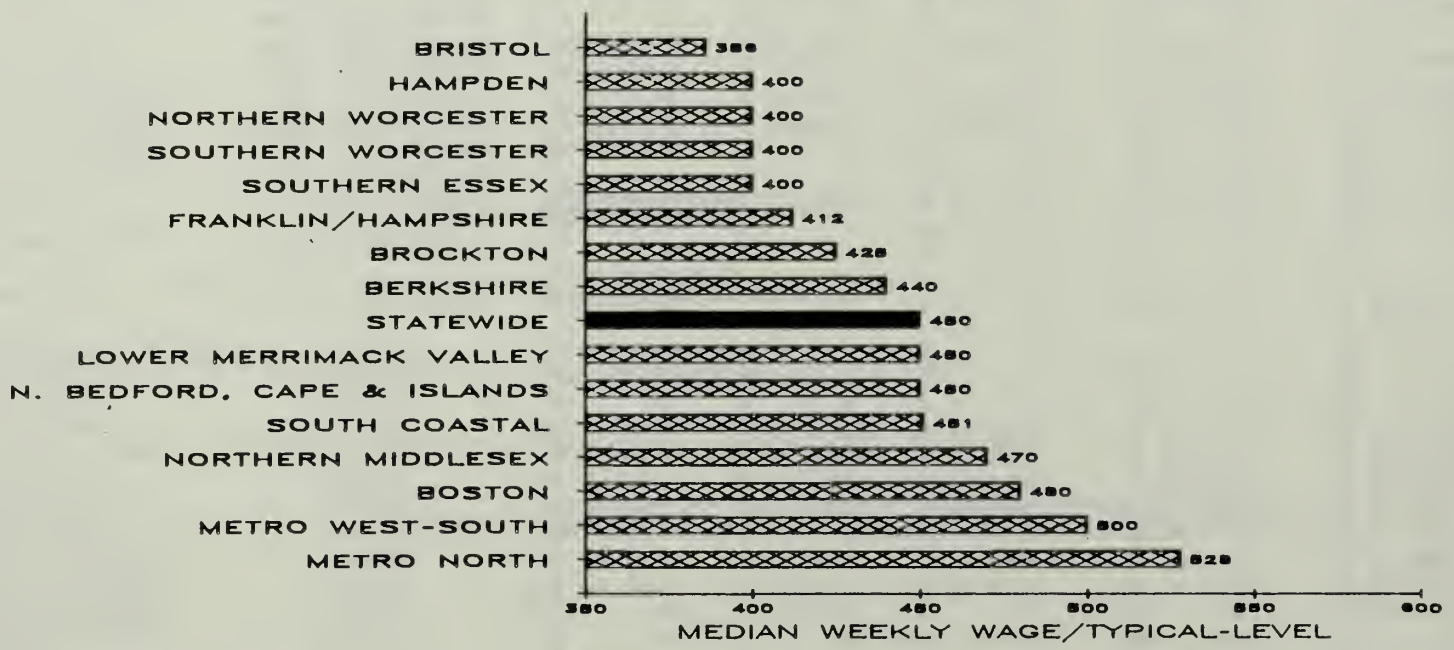


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 38,236	$ 33,100	$ 7,800	$125,000	$ 26,000	$ 48,000	222
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ 43,010	$ 31,200	$ 15,000	$125,000	$ 25,000	$ 50,000	21
LOWER MERRIMACK VALLEY	ALL	$ 43,996	$ 38,000	$ 24,000	$ 78,000	$ 29,000	$ 50,000	23
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 33,179	$ 30,000	$ 10,400	$ 75,000	$ 24,000	$ 40,000	28
BOSTON	ALL	$ 48,639	$ 46,923	$ 30,000	$ 77,900	$ 35,000	$ 58,000	19
METRO WEST - SOUTH	ALL	$ 39,048	$ 33,250	$ 13,000	$125,000	$ 26,000	$ 43,164	24
SOUTH COASTAL	ALL	$ 36,733	$ 37,000	$ 20,200	$ 66,092	$ 29,000	$ 40,000	21
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 28,201	$ 26,000	$ 7,800	$ 50,000	$ 22,500	$ 32,100	60
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ 28,857	$ 26,000	$ 15,000	$ 50,000	$ 20,000	$ 26,000	7
LOWER MERRIMACK VALLEY	ENTRY	$ 34,571	$ 29,000	$ 24,000	$ 50,000	$ 25,000	$ 40,000	7
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 23,886	$ 26,000	$ 10,400	$ 33,200	$ 19,000	$ 28,600	7
BOSTON	ENTRY	$ 39,413	$ 38,278	$ 30,000	$ 50,000	$ 33,000	$ 46,923	6
METRO WEST - SOUTH	ENTRY	$ 27,694	$ 26,000	$ 13,000	$ 43,164	$ 18,000	$ 40,000	6
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 36,267	$ 32,000	$ 13,000	$ 72,800	$ 26,000	$ 44,000	82
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ 37,457	$ 30,000	$ 25,000	$ 70,000	$ 25,000	$ 31,200	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 43,329	$ 35,000	$ 28,000	$ 65,000	$ 28,000	$ 55,000	7
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 30,340	$ 29,950	$ 13,000	$ 44,000	$ 26,000	$ 38,000	10
BOSTON	TYPICAL	$ 47,007	$ 47,500	$ 30,000	$ 63,971	$ 34,000	$ 50,086	8
METRO WEST - SOUTH	TYPICAL	$ 33,604	$ 32,000	$ 15,000	$ 60,000	$ 16,640	$ 34,000	9
SOUTH COASTAL	TYPICAL	$ 33,244	$ 37,000	$ 23,900	$ 40,000	$ 25,000	$ 37,200	9
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 47,780	$ 41,800	$ 15,600	$125,000	$ 33,280	$ 58,246	80
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 39,586	$ 33,280	$ 25,000	$ 73,424	$ 30,000	$ 34,200	7
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 62,714	$ 45,000	$ 30,000	$125,000	$ 35,000	$ 65,000	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 51,844	$ 50,000	$ 32,600	$ 78,000	$ 35,000	$ 70,000	9
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 41,673	$ 40,000	$ 15,600	$ 75,000	$ 30,000	$ 50,000	11
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 52,061	$ 42,000	$ 18,200	$125,000	$ 26,000	$ 60,000	9
SOUTH COASTAL	MOST EXPERIENCED	$ 47,642	$ 44,700	$ 30,200	$ 66,092	$ 38,000	$ 50,000	7
BROCKTON	MOST EXPERIENCED	$ 49,727	$ 42,200	$ 31,200	$ 85,000	$ 41,600	$ 56,160	6
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

FIRST LINE SUPERVISORS AND MANAGER/SUPERVISORS - SALES

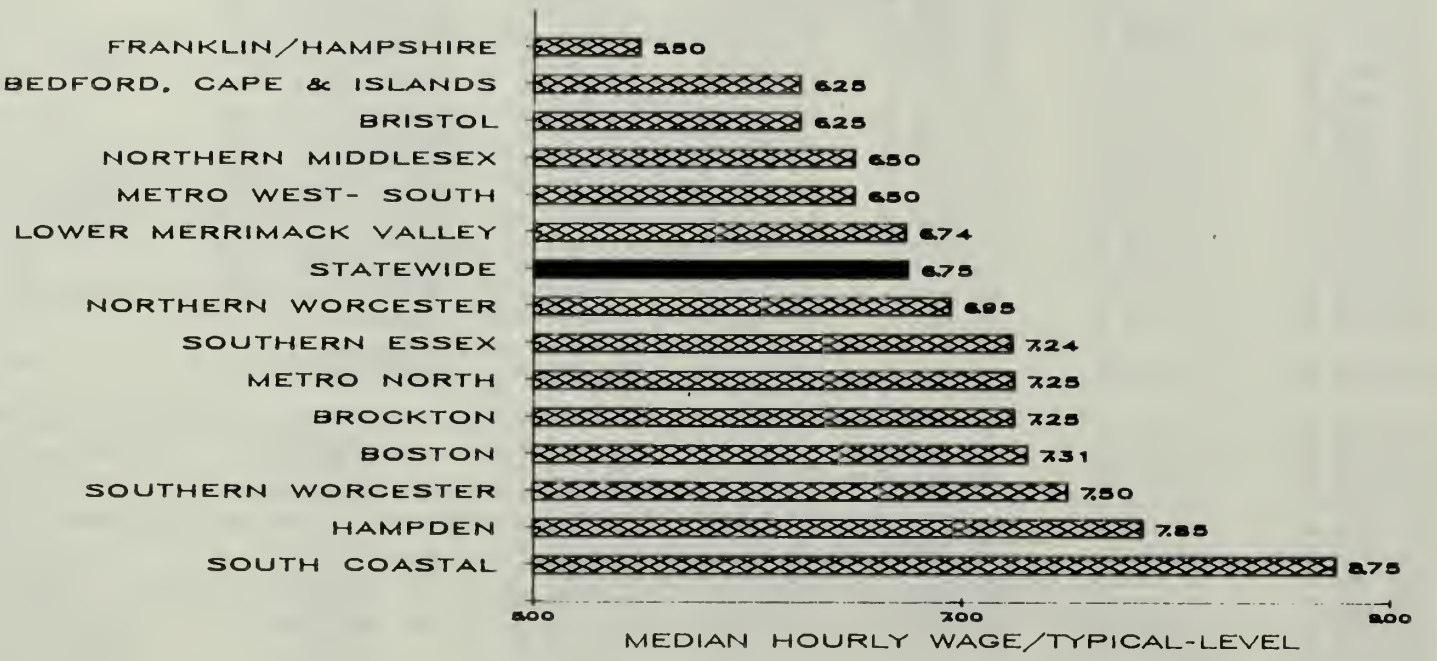


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 510.77	$ 450.00	$ 142.00	$2884.00	$ 346.00	$ 600.00	996
BERKSHIRE	ALL	$ 405.50	$ 387.50	$ 142.00	$ 731.00	$ 300.00	$ 500.00	30
FRANKLIN - HAMPSHIRE	ALL	$ 480.44	$ 403.00	$ 200.00	$1923.00	$ 280.00	$ 525.00	43
HAMPDEN	ALL	$ 477.10	$ 400.00	$ 180.00	$1250.00	$ 300.00	$ 576.00	67
NORTHERN WORCESTER	ALL	$ 422.10	$ 400.00	$ 200.00	$ 867.00	$ 320.00	$ 500.00	52
SOUTHERN WORCESTER	ALL	$ 472.92	$ 416.50	$ 200.00	$1442.00	$ 300.00	$ 550.00	80
NORTHERN MIDDLESEX	ALL	$ 555.22	$ 460.00	$ 200.00	$2036.00	$ 346.00	$ 673.00	41
LOWER MERRIMACK VALLEY	ALL	$ 566.87	$ 480.00	$ 200.00	$2884.00	$ 350.00	$ 634.00	64
SOUTHERN ESSEX	ALL	$ 447.49	$ 400.00	$ 180.00	$1350.00	$ 290.00	$ 500.00	69
METRO NORTH	ALL	$ 564.92	$ 458.50	$ 200.00	$1387.00	$ 346.00	$ 676.92	72
BOSTON	ALL	$ 561.46	$ 449.50	$ 173.00	$2173.00	$ 348.00	$ 650.00	74
METRO WEST - SOUTH	ALL	$ 564.57	$ 500.00	$ 225.00	$1634.00	$ 400.00	$ 650.00	171
SOUTH COASTAL	ALL	$ 437.24	$ 442.16	$ 144.00	$ 961.00	$ 300.00	$ 518.00	88
BROCKTON	ALL	$ 647.23	$ 480.00	$ 288.00	$1923.00	$ 384.00	$ 725.00	29
BRISTOL	ALL	$ 480.14	$ 367.50	$ 160.00	$1314.00	$ 280.00	$ 665.00	54
NEW BEDFORD-CAPE COD & ISL	ALL	$ 490.00	$ 477.50	$ 242.00	$ 865.40	$ 350.00	$ 600.00	46

STATEWIDE	ENTRY	$ 388.28	$ 350.00	$ 142.00	$1442.00	$ 260.00	$ 450.00	306
BERKSHIRE	ENTRY	$ 313.50	$ 329.00	$ 142.00	$ 425.00	$ 240.00	$ 350.00	8
FRANKLIN - HAMPSHIRE	ENTRY	$ 342.77	$ 346.00	$ 200.00	$ 525.00	$ 204.00	$ 450.00	13
HAMPDEN	ENTRY	$ 334.37	$ 326.00	$ 180.00	$ 673.00	$ 250.00	$ 346.00	19
NORTHERN WORCESTER	ENTRY	$ 327.47	$ 325.00	$ 200.00	$ 500.00	$ 210.00	$ 392.00	17
SOUTHERN WORCESTER	ENTRY	$ 352.92	$ 320.00	$ 200.00	$ 769.00	$ 225.00	$ 420.00	23
NORTHERN MIDDLESEX	ENTRY	$ 404.83	$ 336.50	$ 200.00	$ 711.00	$ 288.00	$ 500.00	12
LOWER MERRIMACK VALLEY	ENTRY	$ 443.59	$ 367.31	$ 200.00	$1442.00	$ 260.00	$ 480.00	20
SOUTHERN ESSEX	ENTRY	$ 326.01	$ 280.00	$ 180.00	$ 900.00	$ 210.00	$ 384.00	23
METRO NORTH	ENTRY	$ 434.71	$ 346.00	$ 200.00	$1029.00	$ 256.25	$ 521.15	23
BOSTON	ENTRY	$ 418.60	$ 340.00	$ 173.00	$1153.00	$ 300.00	$ 500.00	25
METRO WEST - SOUTH	ENTRY	$ 436.22	$ 400.00	$ 225.00	$ 962.00	$ 346.00	$ 500.00	54
SOUTH COASTAL	ENTRY	$ 340.61	$ 365.00	$ 144.00	$ 673.00	$ 230.00	$ 432.00	27
BROCKTON	ENTRY	$ 425.57	$ 375.00	$ 290.00	$ 673.00	$ 330.00	$ 384.00	7
BRISTOL	ENTRY	$ 403.00	$ 266.50	$ 160.00	$1000.00	$ 190.00	$ 503.00	16
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 402.07	$ 350.00	$ 242.00	$ 576.92	$ 300.00	$ 500.00	13
STATEWIDE	TYPICAL	$ 498.58	$ 450.00	$ 192.00	$2173.00	$ 350.00	$ 600.00	347
BERKSHIRE	TYPICAL	$ 415.25	$ 440.00	$ 234.00	$ 577.00	$ 278.00	$ 500.00	12
FRANKLIN - HAMPSHIRE	TYPICAL	$ 428.00	$ 411.50	$ 228.00	$ 807.00	$ 280.00	$ 500.00	16
HAMPDEN	TYPICAL	$ 450.30	$ 400.00	$ 200.00	$ 865.00	$ 288.00	$ 576.00	23
NORTHERN WORCESTER	TYPICAL	$ 414.83	$ 400.00	$ 220.00	$ 775.00	$ 320.00	$ 451.00	18
SOUTHERN WORCESTER	TYPICAL	$ 460.66	$ 400.00	$ 200.00	$1153.00	$ 300.00	$ 538.00	29
NORTHERN MIDDLESEX	TYPICAL	$ 517.21	$ 470.00	$ 307.00	$ 865.00	$ 350.00	$ 673.00	14
LOWER MERRIMACK VALLEY	TYPICAL	$ 532.23	$ 450.00	$ 240.00	$1634.00	$ 350.00	$ 634.00	21
SOUTHERN ESSEX	TYPICAL	$ 461.44	$ 400.00	$ 255.00	$1125.00	$ 336.00	$ 500.00	23
METRO NORTH	TYPICAL	$ 576.79	$ 528.00	$ 220.00	$1190.00	$ 384.00	$ 676.92	28
BOSTON	TYPICAL	$ 567.09	$ 480.00	$ 300.00	$2173.00	$ 355.00	$ 713.00	25
METRO WEST - SOUTH	TYPICAL	$ 548.54	$ 500.00	$ 250.00	$1346.00	$ 430.00	$ 600.00	59
SOUTH COASTAL	TYPICAL	$ 452.06	$ 451.00	$ 192.00	$ 961.00	$ 346.00	$ 519.00	31
BROCKTON	TYPICAL	$ 615.66	$ 425.00	$ 350.00	$1384.00	$ 384.00	$ 769.00	10
BRISTOL	TYPICAL	$ 474.75	$ 385.50	$ 200.00	$1065.00	$ 280.00	$ 623.00	18
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 448.05	$ 450.00	$ 242.00	$ 653.85	$ 325.00	$ 550.00	15
STATEWIDE	MOST EXPERIENCED	$ 632.39	$ 538.00	$ 210.00	$2884.00	$ 400.00	$ 750.00	343
BERKSHIRE	MOST EXPERIENCED	$ 467.40	$ 470.00	$ 234.00	$ 731.00	$ 346.00	$ 600.00	10
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 668.21	$ 611.00	$ 228.00	$1923.00	$ 350.00	$ 769.00	14
HAMPDEN	MOST EXPERIENCED	$ 610.22	$ 500.00	$ 272.00	$1250.00	$ 384.00	$ 769.00	25
NORTHERN WORCESTER	MOST EXPERIENCED	$ 524.41	$ 500.00	$ 260.00	$ 867.00	$ 404.00	$ 595.00	17
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 584.19	$ 533.11	$ 210.00	$1442.00	$ 384.00	$ 711.00	28
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 711.00	$ 577.00	$ 346.00	$2036.00	$ 400.00	$ 769.00	15
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 705.70	$ 600.00	$ 280.00	$2884.00	$ 480.00	$ 696.00	23
SOUTHERN ESSEX	MOST EXPERIENCED	$ 555.03	$ 500.00	$ 290.00	$1350.00	$ 400.00	$ 576.00	23
METRO NORTH	MOST EXPERIENCED	$ 691.70	$ 525.00	$ 250.00	$1387.00	$ 350.00	$1153.00	21
BOSTON	MOST EXPERIENCED	$ 704.39	$ 588.00	$ 325.00	$2173.00	$ 400.00	$ 850.00	24
METRO WEST - SOUTH	MOST EXPERIENCED	$ 700.37	$ 600.00	$ 320.00	$1634.00	$ 480.00	$ 817.00	58
SOUTH COASTAL	MOST EXPERIENCED	$ 508.91	$ 480.00	$ 280.00	$ 884.00	$ 400.00	$ 600.00	30
BROCKTON	MOST EXPERIENCED	$ 802.83	$ 668.00	$ 288.00	$1923.00	$ 475.00	$ 962.00	12
BRISTOL	MOST EXPERIENCED	$ 546.70	$ 387.50	$ 225.00	$1314.00	$ 300.00	$ 707.00	20
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 588.47	$ 600.00	$ 350.00	$ 865.40	$ 450.00	$ 708.00	18

* MEANS LESS THAN 6 RESPONSES

FREIGHT, STOCK AND MATERIAL MOVERS - HAND

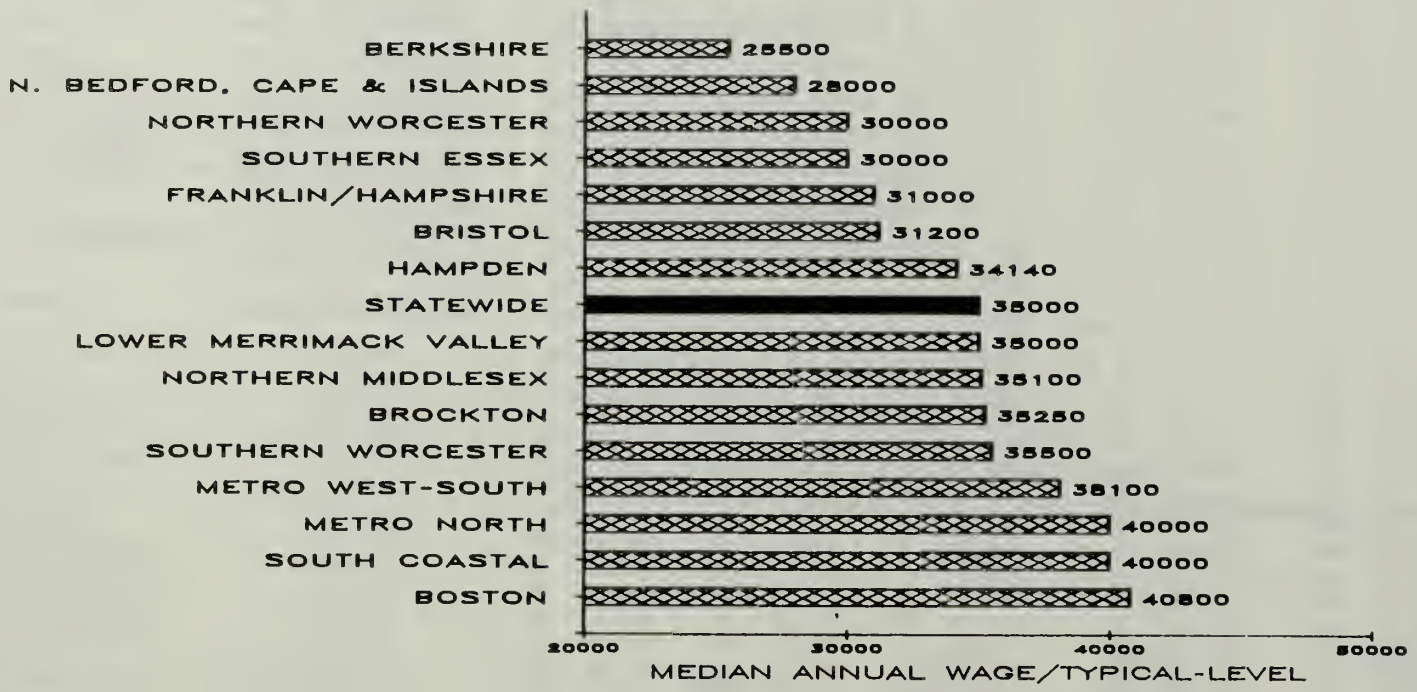


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 7.21	$ 6.98	$ 3.55	$ 14.30	$ 5.50	$ 8.75	527
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 5.25	$ 5.00	$ 3.55	$ 8.50	$ 4.00	$ 6.00	27
HAMPDEN	ALL	$ 7.68	$ 7.00	$ 3.55	$ 14.18	$ 5.50	$ 9.35	57
NORTHERN WORCESTER	ALL	$ 6.98	$ 6.90	$ 3.75	$ 10.00	$ 6.35	$ 8.00	26
SOUTHERN WORCESTER	ALL	$ 7.05	$ 7.29	$ 4.00	$ 12.15	$ 5.50	$ 8.00	46
NORTHERN MIDDLESEX	ALL	$ 6.43	$ 6.50	$ 3.80	$ 10.50	$ 5.00	$ 7.50	24
LOWER MERRIMACK VALLEY	ALL	$ 7.36	$ 7.24	$ 3.55	$ 11.00	$ 5.76	$ 9.00	46
SOUTHERN ESSEX	ALL	$ 7.34	$ 7.25	$ 3.75	$ 13.15	$ 5.76	$ 8.17	44
METRO NORTH	ALL	$ 7.30	$ 7.00	$ 3.55	$ 13.49	$ 5.50	$ 9.00	42
BOSTON	ALL	$ 7.46	$ 7.15	$ 3.55	$ 11.25	$ 5.77	$ 9.00	42
METRO WEST - SOUTH	ALL	$ 7.25	$ 7.00	$ 3.55	$ 14.15	$ 5.00	$ 8.89	34
SOUTH COASTAL	ALL	$ 8.28	$ 8.00	$ 4.80	$ 13.47	$ 5.90	$ 10.00	26
BROCKTON	ALL	$ 7.85	$ 7.57	$ 4.00	$ 14.30	$ 5.00	$ 10.00	48
BRISTOL	ALL	$ 6.65	$ 6.17	$ 3.55	$ 14.28	$ 4.50	$ 7.04	26
NEW BEDFORD-CAPE COD & ISL	ALL	$ 6.81	$ 6.50	$ 3.84	$ 10.58	$ 5.75	$ 8.00	29

STATEWIDE	ENTRY	$ 5.97	$ 5.50	$ 3.55	$ 13.49	$ 4.81	$ 7.00	182
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ 4.33	$ 4.00	$ 3.55	$ 6.00	$ 4.00	$ 4.50	10
HAMPDEN	ENTRY	$ 6.16	$ 5.50	$ 3.55	$ 9.92	$ 5.00	$ 7.00	21
NORTHERN WORCESTER	ENTRY	$ 6.06	$ 6.35	$ 3.75	$ 8.00	$ 4.00	$ 6.90	9
SOUTHERN WORCESTER	ENTRY	$ 6.03	$ 5.50	$ 4.00	$ 8.00	$ 5.00	$ 7.22	16
NORTHERN MIDDLESEX	ENTRY	$ 4.78	$ 4.91	$ 3.80	$ 5.63	$ 4.00	$ 5.00	8
LOWER MERRIMACK VALLEY	ENTRY	$ 6.33	$ 5.50	$ 3.55	$ 9.24	$ 5.00	$ 8.00	15
SOUTHERN ESSEX	ENTRY	$ 5.99	$ 6.06	$ 3.75	$ 9.00	$ 4.00	$ 7.00	16
METRO NORTH	ENTRY	$ 6.15	$ 5.25	$ 3.55	$ 13.49	$ 5.00	$ 6.59	14
BOSTON	ENTRY	$ 6.33	$ 6.38	$ 3.55	$ 10.88	$ 5.01	$ 7.00	14
METRO WEST - SOUTH	ENTRY	$ 5.85	$ 5.67	$ 3.55	$ 8.89	$ 4.00	$ 7.00	11
SOUTH COASTAL	ENTRY	$ 6.93	$ 7.00	$ 4.80	$ 10.94	$ 5.05	$ 8.00	9
BROCKTON	ENTRY	$ 6.30	$ 5.00	$ 4.00	$ 10.75	$ 5.00	$ 6.50	16
BRISTOL	ENTRY	$ 5.51	$ 5.00	$ 3.55	$ 11.50	$ 4.00	$ 5.75	9
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 5.61	$ 5.00	$ 3.84	$ 8.00	$ 4.81	$ 6.92	10
STATEWIDE	TYPICAL	$ 7.33	$ 6.75	$ 3.75	$ 14.18	$ 6.00	$ 8.75	182
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 5.53	$ 5.50	$ 4.00	$ 8.00	$ 4.00	$ 6.00	9
HAMPDEN	TYPICAL	$ 8.04	$ 7.85	$ 3.75	$ 14.18	$ 6.00	$ 9.75	20
NORTHERN WORCESTER	TYPICAL	$ 7.17	$ 6.95	$ 5.00	$ 9.00	$ 6.70	$ 7.00	8
SOUTHERN WORCESTER	TYPICAL	$ 7.18	$ 7.50	$ 5.00	$ 10.64	$ 5.75	$ 8.00	16
NORTHERN MIDDLESEX	TYPICAL	$ 6.37	$ 6.50	$ 5.50	$ 7.50	$ 5.50	$ 6.73	8
LOWER MERRIMACK VALLEY	TYPICAL	$ 7.22	$ 6.74	$ 4.50	$ 11.00	$ 6.00	$ 9.00	17
SOUTHERN ESSEX	TYPICAL	$ 7.78	$ 7.24	$ 5.50	$ 11.96	$ 6.50	$ 9.00	14
METRO NORTH	TYPICAL	$ 7.29	$ 7.25	$ 4.25	$ 12.26	$ 5.50	$ 8.32	16
BOSTON	TYPICAL	$ 7.48	$ 7.31	$ 4.00	$ 10.88	$ 6.00	$ 9.00	14
METRO WEST - SOUTH	TYPICAL	$ 7.61	$ 6.50	$ 4.00	$ 14.15	$ 5.00	$ 9.62	13
SOUTH COASTAL	TYPICAL	$ 8.31	$ 8.75	$ 5.28	$ 11.72	$ 5.90	$ 9.00	8
BROCKTON	TYPICAL	$ 7.68	$ 7.25	$ 5.00	$ 12.00	$ 5.63	$ 8.80	17
BRISTOL	TYPICAL	$ 6.78	$ 6.25	$ 4.17	$ 14.18	$ 4.50	$ 6.50	9
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 6.87	$ 6.25	$ 5.75	$ 9.00	$ 6.00	$ 7.70	10
STATEWIDE	MOST EXPERIENCED	$ 8.47	$ 8.15	$ 4.00	$ 14.30	$ 7.00	$ 10.00	163
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 6.08	$ 5.95	$ 4.25	$ 8.50	$ 5.00	$ 6.50	8
HAMPDEN	MOST EXPERIENCED	$ 9.23	$ 8.95	$ 4.00	$ 14.18	$ 7.00	$ 11.58	16
NORTHERN WORCESTER	MOST EXPERIENCED	$ 7.74	$ 7.50	$ 5.00	$ 10.00	$ 6.50	$ 8.50	9
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 8.07	$ 8.00	$ 5.00	$ 12.15	$ 6.40	$ 8.95	14
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 8.12	$ 7.95	$ 6.50	$ 10.50	$ 7.00	$ 8.66	8
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 8.62	$ 8.34	$ 5.50	$ 11.00	$ 7.50	$ 10.00	14
SOUTHERN ESSEX	MOST EXPERIENCED	$ 8.46	$ 8.14	$ 5.50	$ 13.15	$ 7.50	$ 9.57	14
METRO NORTH	MOST EXPERIENCED	$ 8.66	$ 9.00	$ 5.25	$ 12.36	$ 7.00	$ 10.00	12
BOSTON	MOST EXPERIENCED	$ 8.55	$ 8.88	$ 5.00	$ 11.25	$ 7.28	$ 10.00	14
METRO WEST - SOUTH	MOST EXPERIENCED	$ 8.34	$ 8.00	$ 5.00	$ 11.60	$ 7.00	$ 10.10	10
SOUTH COASTAL	MOST EXPERIENCED	$ 9.61	$ 10.00	$ 5.50	$ 13.47	$ 6.73	$ 10.00	9
BROCKTON	MOST EXPERIENCED	$ 9.70	$ 9.25	$ 5.00	$ 14.30	$ 7.88	$ 12.00	15
BRISTOL	MOST EXPERIENCED	$ 7.78	$ 7.27	$ 4.50	$ 14.28	$ 5.00	$ 8.16	8
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 8.07	$ 8.00	$ 5.75	$ 10.58	$ 5.76	$ 10.00	9

* MEANS LESS THAN 6 RESPONSES

GENERAL MANAGERS AND TOP EXECUTIVES

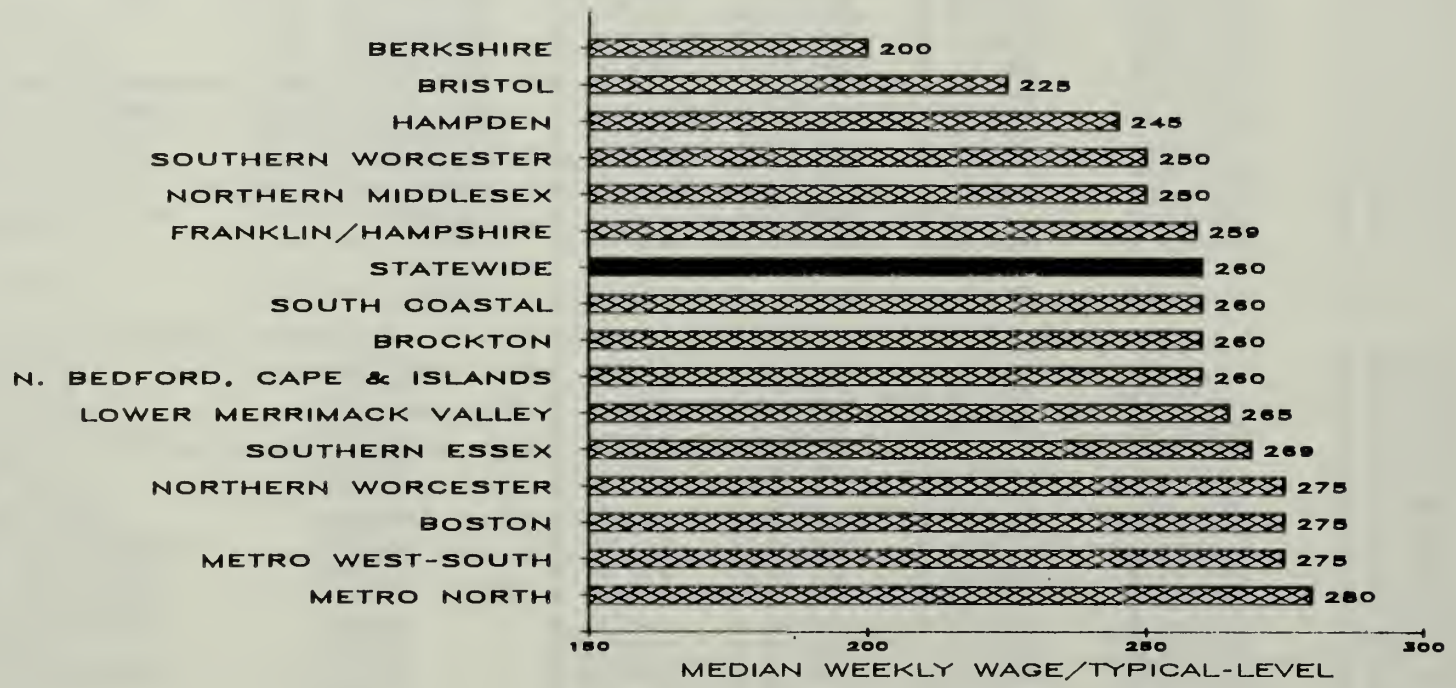


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 42,639	$ 35,000	$ 8,400	$478,000	$ 25,000	$ 50,000	1726
BERKSHIRE	ALL	$ 27,485	$ 24,480	$ 9,100	$ 61,100	$ 20,000	$ 33,000	68
FRANKLIN - HAMPSHIRE	ALL	$ 37,303	$ 30,000	$ 10,400	$240,000	$ 22,880	$ 45,000	76
HAMPDEN	ALL	$ 40,965	$ 35,000	$ 10,000	$200,000	$ 25,000	$ 50,000	134
NORTHERN WORCESTER	ALL	$ 36,277	$ 31,200	$ 15,000	$100,000	$ 25,000	$ 41,000	65
SOUTHERN WORCESTER	ALL	$ 41,507	$ 36,400	$ 12,480	$150,000	$ 26,000	$ 50,000	163
NORTHERN MIDDLESEX	ALL	$ 40,074	$ 35,100	$ 8,400	$130,000	$ 26,000	$ 50,000	87
LOWER MERRIMACK VALLEY	ALL	$ 43,332	$ 35,000	$ 12,000	$200,000	$ 25,000	$ 52,000	134
SOUTHERN ESSEX	ALL	$ 40,662	$ 31,200	$ 12,480	$156,000	$ 25,000	$ 50,000	102
METRO NORTH	ALL	$ 43,396	$ 38,000	$ 15,000	$150,000	$ 28,000	$ 52,000	131
BOSTON	ALL	$ 55,679	$ 41,600	$ 13,000	$382,720	$ 30,000	$ 60,000	154
METRO WEST - SOUTH	ALL	$ 47,550	$ 40,000	$ 11,700	$200,000	$ 26,000	$ 60,000	189
SOUTH COASTAL	ALL	$ 51,922	$ 40,000	$ 10,400	$478,000	$ 28,000	$ 52,300	136
BROCKTON	ALL	$ 42,534	$ 35,000	$ 15,000	$200,000	$ 26,000	$ 50,000	65
BRISTOL	ALL	$ 35,876	$ 30,600	$ 10,400	$125,008	$ 21,320	$ 45,000	80
NEW BEDFORD-CAPE COD & ISL	ALL	$ 33,658	$ 28,550	$ 10,400	$120,000	$ 20,800	$ 40,000	128

STATEWIDE	ENTRY	$ 29,294	$ 26,000	$ 8,400	$102,400	$ 20,000	$ 35,000	464
BERKSHIRE	ENTRY	$ 20,627	$ 18,900	$ 9,100	$ 36,400	$ 15,600	$ 24,000	18
FRANKLIN - HAMPSHIRE	ENTRY	$ 26,314	$ 25,000	$ 10,400	$ 60,000	$ 15,600	$ 31,200	19
HAMPDEN	ENTRY	$ 30,341	$ 25,000	$ 10,000	$ 90,000	$ 18,000	$ 33,956	35
NORTHERN WORCESTER	ENTRY	$ 27,126	$ 26,150	$ 15,000	$ 52,000	$ 18,000	$ 36,400	14
SOUTHERN WORCESTER	ENTRY	$ 29,873	$ 30,000	$ 12,480	$ 75,000	$ 20,000	$ 39,520	41
NORTHERN MIDDLESEX	ENTRY	$ 27,453	$ 28,000	$ 8,400	$ 45,000	$ 20,000	$ 35,000	25
LOWER MERRIMACK VALLEY	ENTRY	$ 28,313	$ 28,600	$ 12,000	$ 55,000	$ 20,000	$ 35,000	39
SOUTHERN ESSEX	ENTRY	$ 26,142	$ 25,000	$ 12,480	$ 71,000	$ 20,000	$ 29,900	25
METRO NORTH	ENTRY	$ 30,655	$ 26,500	$ 15,000	$ 60,900	$ 22,000	$ 36,400	34
BOSTON	ENTRY	$ 36,907	$ 30,000	$ 18,000	$102,400	$ 25,000	$ 41,600	44
METRO WEST - SOUTH	ENTRY	$ 32,019	$ 30,000	$ 11,700	$ 70,000	$ 20,000	$ 44,200	53
SOUTH COASTAL	ENTRY	$ 32,222	$ 28,000	$ 10,400	$ 75,000	$ 19,781	$ 42,100	37
BROCKTON	ENTRY	$ 31,058	$ 30,600	$ 15,000	$ 50,000	$ 25,000	$ 35,000	16
BRISTOL	ENTRY	$ 25,867	$ 21,320	$ 10,400	$ 48,932	$ 18,000	$ 35,000	21
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 23,681	$ 20,800	$ 10,400	$ 55,000	$ 16,640	$ 26,000	40
STATEWIDE	TYPICAL	$ 39,240	$ 35,000	$ 12,500	$240,000	$ 25,000	$ 47,500	610
BERKSHIRE	TYPICAL	$ 26,801	$ 25,500	$ 13,520	$ 47,500	$ 20,000	$ 30,000	29
FRANKLIN - HAMPSHIRE	TYPICAL	$ 39,088	$ 31,000	$ 13,000	$240,000	$ 20,000	$ 40,635	32
HAMPDEN	TYPICAL	$ 38,668	$ 34,140	$ 12,500	$150,000	$ 25,000	$ 40,000	46
NORTHERN WORCESTER	TYPICAL	$ 34,354	$ 30,000	$ 17,500	$ 62,400	$ 25,000	$ 40,000	25
SOUTHERN WORCESTER	TYPICAL	$ 39,061	$ 35,500	$ 15,600	$110,000	$ 24,960	$ 46,800	62
NORTHERN MIDDLESEX	TYPICAL	$ 36,755	$ 35,100	$ 15,600	$ 75,000	$ 23,000	$ 44,200	27
LOWER MERRIMACK VALLEY	TYPICAL	$ 39,137	$ 35,000	$ 14,300	$ 83,200	$ 25,000	$ 50,000	43
SOUTHERN ESSEX	TYPICAL	$ 36,758	$ 30,000	$ 15,600	$ 89,960	$ 25,000	$ 40,000	35
METRO NORTH	TYPICAL	$ 42,210	$ 40,000	$ 17,000	$104,000	$ 30,000	$ 50,000	43
BOSTON	TYPICAL	$ 47,009	$ 40,800	$ 13,000	$190,700	$ 30,000	$ 52,000	54
METRO WEST - SOUTH	TYPICAL	$ 44,233	$ 38,100	$ 15,000	$125,000	$ 25,000	$ 58,000	66
SOUTH COASTAL	TYPICAL	$ 44,479	$ 40,000	$ 15,600	$100,000	$ 27,500	$ 51,200	49
BROCKTON	TYPICAL	$ 38,246	$ 35,250	$ 20,000	$100,000	$ 25,000	$ 41,600	24
BRISTOL	TYPICAL	$ 34,842	$ 31,200	$ 14,300	$120,000	$ 19,000	$ 45,000	28
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 32,745	$ 28,000	$ 16,900	$114,000	$ 22,000	$ 36,400	41
STATEWIDE	MOST EXPERIENCED	$ 55,317	$ 45,000	$ 12,740	$478,000	$ 32,000	$ 62,400	652
BERKSHIRE	MOST EXPERIENCED	$ 34,309	$ 33,000	$ 18,000	$ 61,100	$ 24,000	$ 40,000	21
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 43,370	$ 37,000	$ 20,000	$125,000	$ 26,000	$ 52,000	25
HAMPDEN	MOST EXPERIENCED	$ 49,976	$ 45,500	$ 15,600	$200,000	$ 34,000	$ 55,000	53
NORTHERN WORCESTER	MOST EXPERIENCED	$ 43,054	$ 35,700	$ 20,800	$100,000	$ 29,900	$ 52,000	26
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 51,984	$ 48,460	$ 12,740	$150,000	$ 32,500	$ 60,000	60
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 51,649	$ 50,000	$ 18,720	$130,000	$ 30,000	$ 60,000	35
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 58,065	$ 46,900	$ 14,300	$200,000	$ 32,500	$ 75,000	52
SOUTHERN ESSEX	MOST EXPERIENCED	$ 52,558	$ 40,800	$ 13,000	$156,000	$ 31,200	$ 65,000	42
METRO NORTH	MOST EXPERIENCED	$ 52,361	$ 45,900	$ 19,500	$150,000	$ 35,700	$ 60,000	54
BOSTON	MOST EXPERIENCED	$ 78,790	$ 51,000	$ 24,400	$382,720	$ 40,000	$ 75,000	56
METRO WEST - SOUTH	MOST EXPERIENCED	$ 62,435	$ 48,400	$ 18,200	$200,000	$ 35,000	$ 88,400	70
SOUTH COASTAL	MOST EXPERIENCED	$ 73,795	$ 50,000	$ 17,680	$478,000	$ 35,000	$ 75,000	50
BROCKTON	MOST EXPERIENCED	$ 53,994	$ 41,600	$ 25,000	$200,000	$ 27,500	$ 65,000	25
BRISTOL	MOST EXPERIENCED	$ 43,590	$ 34,320	$ 15,600	$125,008	$ 25,000	$ 52,000	31
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 42,947	$ 40,000	$ 16,000	$120,000	$ 28,600	$ 50,400	47

* MEANS LESS THAN 6 RESPONSES

GENERAL OFFICE CLERKS

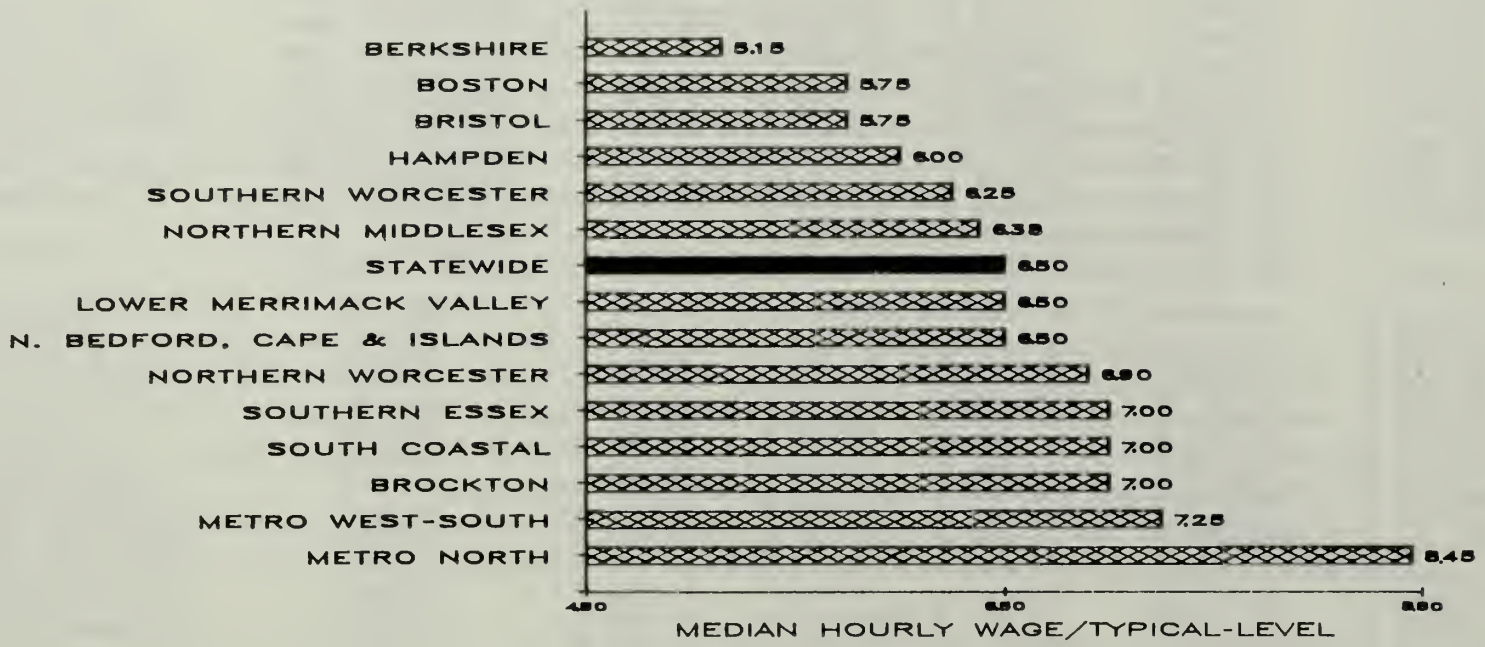


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 262.82	$ 250.00	$ 134.00	$ 681.00	$ 220.00	$ 300.00	1069
BERKSHIRE	ALL	$ 222.32	$ 200.00	$ 142.00	$ 350.00	$ 180.00	$ 250.00	40
FRANKLIN - HAMPSHIRE	ALL	$ 249.82	$ 244.20	$ 134.00	$ 480.00	$ 200.00	$ 280.00	38
HAMPDEN	ALL	$ 255.90	$ 250.00	$ 134.00	$ 462.00	$ 208.00	$ 300.00	86
NORTHERN WORCESTER	ALL	$ 275.02	$ 267.50	$ 180.00	$ 400.00	$ 230.00	$ 320.00	50
SOUTHERN WORCESTER	ALL	$ 252.41	$ 240.00	$ 140.00	$ 565.00	$ 202.00	$ 280.00	127
NORTHERN MIDDLESEX	ALL	$ 258.71	$ 250.00	$ 153.00	$ 400.00	$ 210.00	$ 300.00	49
LOWER MERRIMACK VALLEY	ALL	$ 261.02	$ 250.00	$ 142.00	$ 480.00	$ 220.00	$ 280.00	103
SOUTHERN ESSEX	ALL	$ 271.16	$ 275.00	$ 150.00	$ 400.00	$ 220.00	$ 300.00	67
METRO NORTH	ALL	$ 284.75	$ 277.50	$ 150.00	$ 600.00	$ 240.00	$ 320.00	56
BOSTON	ALL	$ 292.19	$ 265.00	$ 160.00	$ 681.00	$ 233.00	$ 303.00	58
METRO WEST - SOUTH	ALL	$ 271.50	$ 277.50	$ 142.00	$ 450.00	$ 230.00	$ 300.00	112
SOUTH COASTAL	ALL	$ 262.09	$ 260.00	$ 160.00	$ 417.60	$ 223.00	$ 296.00	64
BROCKTON	ALL	$ 286.85	$ 263.00	$ 159.50	$ 625.00	$ 220.00	$ 340.00	53
BRISTOL	ALL	$ 246.88	$ 232.50	$ 140.00	$ 429.00	$ 200.00	$ 300.00	76
NEW BEDFORD-CAPE COD & ISL	ALL	$ 253.63	$ 240.00	$ 134.00	$ 424.00	$ 200.00	$ 286.00	82

STATEWIDE	ENTRY	$ 220.09	$ 201.50	$ 134.00	$ 480.00	$ 190.00	$ 240.00	358
BERKSHIRE	ENTRY	$ 181.87	$ 180.00	$ 142.00	$ 275.00	$ 160.00	$ 190.00	15
FRANKLIN - HAMPSHIRE	ENTRY	$ 220.25	$ 200.00	$ 134.00	$ 480.00	$ 160.00	$ 260.00	13
HAMPDEN	ENTRY	$ 209.04	$ 200.00	$ 134.00	$ 307.00	$ 180.00	$ 240.00	27
NORTHERN WORCESTER	ENTRY	$ 224.44	$ 217.50	$ 180.00	$ 300.00	$ 200.00	$ 240.00	16
SOUTHERN WORCESTER	ENTRY	$ 219.25	$ 210.00	$ 140.00	$ 362.00	$ 180.00	$ 240.00	42
NORTHERN MIDDLESEX	ENTRY	$ 212.69	$ 200.00	$ 153.00	$ 288.00	$ 182.00	$ 230.00	16
LOWER MERRIMACK VALLEY	ENTRY	$ 226.97	$ 205.00	$ 142.00	$ 480.00	$ 200.00	$ 240.00	37
SOUTHERN ESSEX	ENTRY	$ 227.86	$ 205.00	$ 150.00	$ 380.00	$ 200.00	$ 250.00	22
METRO NORTH	ENTRY	$ 241.44	$ 240.00	$ 150.00	$ 350.00	$ 200.00	$ 255.00	18
BOSTON	ENTRY	$ 244.54	$ 233.00	$ 160.00	$ 451.00	$ 200.00	$ 250.00	21
METRO WEST - SOUTH	ENTRY	$ 225.26	$ 225.00	$ 142.00	$ 381.20	$ 197.00	$ 240.00	36
SOUTH COASTAL	ENTRY	$ 221.00	$ 221.50	$ 160.00	$ 292.00	$ 200.00	$ 240.00	20
BROCKTON	ENTRY	$ 218.25	$ 200.00	$ 159.50	$ 320.00	$ 180.00	$ 260.00	18
BRISTOL	ENTRY	$ 208.27	$ 200.00	$ 140.00	$ 312.00	$ 180.00	$ 221.00	26
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 211.57	$ 200.00	$ 134.00	$ 297.00	$ 180.00	$ 240.00	28
STATEWIDE	TYPICAL	$ 265.12	$ 260.00	$ 148.00	$ 625.00	$ 227.50	$ 294.00	394
BERKSHIRE	TYPICAL	$ 219.50	$ 200.00	$ 160.00	$ 326.00	$ 200.00	$ 240.00	13
FRANKLIN - HAMPSHIRE	TYPICAL	$ 252.96	$ 259.20	$ 190.00	$ 332.00	$ 200.00	$ 280.00	16
HAMPDEN	TYPICAL	$ 254.03	$ 245.00	$ 148.00	$ 384.00	$ 221.00	$ 288.00	32
NORTHERN WORCESTER	TYPICAL	$ 278.79	$ 275.00	$ 220.00	$ 340.00	$ 260.00	$ 300.00	19
SOUTHERN WORCESTER	TYPICAL	$ 256.83	$ 250.00	$ 160.00	$ 480.00	$ 220.00	$ 280.00	51
NORTHERN MIDDLESEX	TYPICAL	$ 256.00	$ 250.00	$ 192.00	$ 326.00	$ 210.00	$ 280.00	15
LOWER MERRIMACK VALLEY	TYPICAL	$ 269.64	$ 265.00	$ 180.00	$ 480.00	$ 240.00	$ 280.00	36
SOUTHERN ESSEX	TYPICAL	$ 274.57	$ 269.00	$ 200.00	$ 390.00	$ 240.00	$ 280.00	23
METRO NORTH	TYPICAL	$ 278.71	$ 280.00	$ 219.00	$ 400.00	$ 225.00	$ 300.00	21
BOSTON	TYPICAL	$ 288.31	$ 275.00	$ 187.00	$ 524.00	$ 245.00	$ 300.00	22
METRO WEST - SOUTH	TYPICAL	$ 271.75	$ 275.00	$ 160.00	$ 412.40	$ 246.00	$ 288.00	39
SOUTH COASTAL	TYPICAL	$ 263.33	$ 260.00	$ 175.00	$ 360.00	$ 230.00	$ 300.00	23
BROCKTON	TYPICAL	$ 296.55	$ 260.00	$ 175.45	$ 625.00	$ 240.00	$ 310.00	19
BRISTOL	TYPICAL	$ 250.31	$ 225.00	$ 150.00	$ 374.00	$ 200.00	$ 288.00	31
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 261.37	$ 260.00	$ 173.00	$ 424.00	$ 220.00	$ 288.00	31
STATEWIDE	MOST EXPERIENCED	$ 308.22	$ 300.00	$ 173.00	$ 681.00	$ 265.00	$ 346.00	317
BERKSHIRE	MOST EXPERIENCED	$ 275.94	$ 262.62	$ 210.00	$ 350.00	$ 240.00	$ 320.00	12
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 286.93	$ 254.00	$ 200.00	$ 400.00	$ 216.00	$ 332.00	9
HAMPDEN	MOST EXPERIENCED	$ 304.96	$ 300.00	$ 208.00	$ 462.00	$ 260.00	$ 332.00	27
NORTHERN WORCESTER	MOST EXPERIENCED	$ 324.20	$ 325.00	$ 240.00	$ 400.00	$ 300.00	$ 350.00	15
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 286.75	$ 280.00	$ 200.00	$ 565.00	$ 240.40	$ 320.00	34
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 301.89	$ 302.50	$ 211.00	$ 400.00	$ 250.00	$ 350.00	18
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 292.67	$ 280.00	$ 220.00	$ 400.00	$ 269.00	$ 307.00	30
SOUTHERN ESSEX	MOST EXPERIENCED	$ 310.91	$ 300.00	$ 200.00	$ 400.00	$ 280.00	$ 340.00	22
METRO NORTH	MOST EXPERIENCED	$ 338.06	$ 310.00	$ 267.00	$ 600.00	$ 275.00	$ 360.00	17
BOSTON	MOST EXPERIENCED	$ 364.62	$ 346.00	$ 240.00	$ 681.00	$ 265.00	$ 364.00	15
METRO WEST - SOUTH	MOST EXPERIENCED	$ 316.23	$ 300.00	$ 216.00	$ 450.00	$ 298.00	$ 341.00	37
SOUTH COASTAL	MOST EXPERIENCED	$ 299.85	$ 290.00	$ 180.00	$ 417.60	$ 260.00	$ 350.00	21
BROCKTON	MOST EXPERIENCED	$ 352.49	$ 346.00	$ 192.85	$ 500.00	$ 300.00	$ 390.00	16
BRISTOL	MOST EXPERIENCED	$ 294.11	$ 269.00	$ 173.00	$ 429.00	$ 250.00	$ 326.00	19
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 294.39	$ 280.00	$ 210.00	$ 424.00	$ 240.00	$ 326.00	23

* MEANS LESS THAN 6 RESPONSES

HELPERS, LABORERS, AND MATERIAL MOVERS, HAND

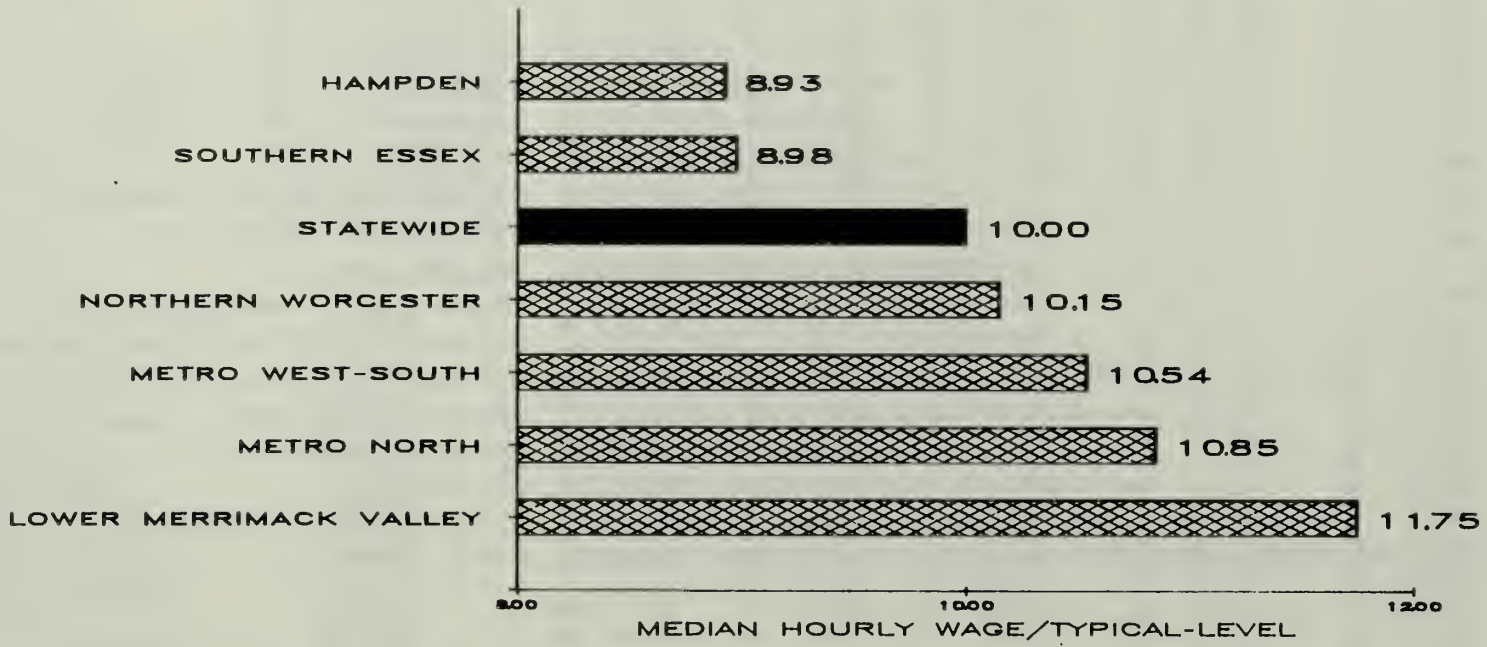


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 7.04	$ 6.50	$ 3.55	$ 20.38	$ 5.05	$ 8.50	577
BERKSHIRE	ALL	$ 5.56	$ 5.27	$ 3.55	$ 10.60	$ 4.50	$ 6.50	22
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 6.36	$ 5.63	$ 3.55	$ 12.50	$ 4.50	$ 7.50	56
NORTHERN WORCESTER	ALL	$ 6.77	$ 6.90	$ 3.75	$ 10.15	$ 5.50	$ 7.50	29
SOUTHERN WORCESTER	ALL	$ 7.49	$ 7.00	$ 4.00	$ 12.67	$ 5.50	$ 9.38	35
NORTHERN MIDDLESEX	ALL	$ 6.33	$ 6.25	$ 3.55	$ 10.50	$ 5.00	$ 7.50	28
LOWER MERRIMACK VALLEY	ALL	$ 6.49	$ 6.00	$ 3.55	$ 12.06	$ 5.00	$ 7.21	54
SOUTHERN ESSEX	ALL	$ 6.99	$ 6.98	$ 3.55	$ 12.60	$ 5.50	$ 8.10	47
METRO NORTH	ALL	$ 8.01	$ 8.00	$ 4.00	$ 14.00	$ 5.50	$ 10.00	50
BOSTON	ALL	$ 7.93	$ 6.73	$ 3.55	$ 17.00	$ 5.00	$ 10.79	43
METRO WEST - SOUTH	ALL	$ 7.62	$ 7.00	$ 4.00	$ 14.55	$ 6.00	$ 9.00	50
SOUTH COASTAL	ALL	$ 7.90	$ 7.25	$ 4.50	$ 20.38	$ 5.90	$ 8.75	41
BROCKTON	ALL	$ 6.73	$ 6.25	$ 3.90	$ 12.00	$ 5.50	$ 8.00	32
BRISTOL	ALL	$ 6.55	$ 5.95	$ 3.75	$ 12.43	$ 4.50	$ 6.50	27
NEW BEDFORD-CAPE COD & ISL	ALL	$ 6.84	$ 6.50	$ 3.55	$ 10.59	$ 5.25	$ 8.17	41

STATEWIDE	ENTRY	$ 5.92	$ 5.03	$ 3.55	$ 17.00	$ 4.50	$ 6.90	206
BERKSHIRE	ENTRY	$ 4.46	$ 4.28	$ 3.55	$ 5.50	$ 3.55	$ 5.00	8
FRANKLIN - HAMPSHIRE	ENTRY	$ 4.76	$ 4.75	$ 3.75	$ 6.20	$ 4.50	$ 4.75	7
HAMPDEN	ENTRY	$ 5.49	$ 5.00	$ 3.55	$ 11.54	$ 4.00	$ 6.90	18
NORTHERN WORCESTER	ENTRY	$ 5.77	$ 6.00	$ 3.75	$ 8.12	$ 4.70	$ 6.50	11
SOUTHERN WORCESTER	ENTRY	$ 6.67	$ 5.75	$ 4.00	$ 12.67	$ 5.00	$ 7.25	12
NORTHERN MIDDLESEX	ENTRY	$ 5.33	$ 5.25	$ 3.55	$ 6.50	$ 5.00	$ 6.00	10
LOWER MERRIMACK VALLEY	ENTRY	$ 5.49	$ 5.00	$ 3.55	$ 8.84	$ 4.50	$ 6.00	21
SOUTHERN ESSEX	ENTRY	$ 5.86	$ 5.50	$ 3.55	$ 9.92	$ 4.95	$ 6.75	18
METRO NORTH	ENTRY	$ 6.38	$ 6.00	$ 4.00	$ 11.25	$ 4.00	$ 8.00	17
BOSTON	ENTRY	$ 7.02	$ 6.00	$ 3.75	$ 17.00	$ 4.50	$ 7.50	18
METRO WEST - SOUTH	ENTRY	$ 6.39	$ 6.00	$ 4.00	$ 10.77	$ 5.00	$ 7.00	17
SOUTH COASTAL	ENTRY	$ 6.69	$ 6.50	$ 4.50	$ 11.12	$ 5.00	$ 8.00	14
BROCKTON	ENTRY	$ 5.28	$ 5.00	$ 3.90	$ 7.00	$ 4.00	$ 6.50	12
BRISTOL	ENTRY	$ 4.98	$ 4.00	$ 3.75	$ 8.63	$ 4.00	$ 4.50	7
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 5.71	$ 5.38	$ 3.55	$ 10.50	$ 4.00	$ 6.50	14
STATEWIDE	TYPICAL	$ 7.06	$ 6.50	$ 3.55	$ 17.00	$ 5.50	$ 8.38	197
BERKSHIRE	TYPICAL	$ 5.53	$ 5.15	$ 3.75	$ 7.85	$ 4.50	$ 6.00	8
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 6.40	$ 6.00	$ 4.00	$ 12.02	$ 4.75	$ 7.00	19
NORTHERN WORCESTER	TYPICAL	$ 6.74	$ 6.90	$ 5.50	$ 8.75	$ 5.50	$ 7.10	9
SOUTHERN WORCESTER	TYPICAL	$ 7.57	$ 6.25	$ 5.00	$ 12.67	$ 5.91	$ 9.38	14
NORTHERN MIDDLESEX	TYPICAL	$ 6.34	$ 6.38	$ 3.85	$ 7.50	$ 5.77	$ 7.50	10
LOWER MERRIMACK VALLEY	TYPICAL	$ 6.64	$ 6.50	$ 4.50	$ 9.34	$ 5.50	$ 7.21	18
SOUTHERN ESSEX	TYPICAL	$ 6.92	$ 7.00	$ 4.25	$ 9.62	$ 6.00	$ 7.50	15
METRO NORTH	TYPICAL	$ 8.09	$ 8.45	$ 4.50	$ 12.26	$ 5.50	$ 9.25	17
BOSTON	TYPICAL	$ 7.46	$ 5.75	$ 3.55	$ 17.00	$ 4.81	$ 10.10	13
METRO WEST - SOUTH	TYPICAL	$ 7.64	$ 7.25	$ 4.50	$ 11.23	$ 6.00	$ 8.50	17
SOUTH COASTAL	TYPICAL	$ 7.44	$ 7.00	$ 5.00	$ 11.50	$ 5.50	$ 8.75	15
BROCKTON	TYPICAL	$ 7.33	$ 7.00	$ 4.50	$ 12.00	$ 5.50	$ 8.75	10
BRISTOL	TYPICAL	$ 6.78	$ 5.75	$ 4.50	$ 12.33	$ 5.00	$ 6.50	12
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 6.91	$ 6.50	$ 4.00	$ 10.59	$ 4.81	$ 8.00	13
STATEWIDE	MOST EXPERIENCED	$ 8.36	$ 8.00	$ 4.20	$ 20.38	$ 6.58	$ 10.00	174
BERKSHIRE	MOST EXPERIENCED	$ 7.06	$ 6.75	$ 5.29	$ 10.60	$ 5.50	$ 7.50	6
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 7.14	$ 7.50	$ 4.20	$ 12.50	$ 4.50	$ 8.50	19
NORTHERN WORCESTER	MOST EXPERIENCED	$ 8.03	$ 8.00	$ 5.00	$ 10.15	$ 6.90	$ 9.00	9
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 8.49	$ 7.50	$ 5.00	$ 12.67	$ 6.75	$ 10.50	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 7.58	$ 7.50	$ 4.25	$ 10.50	$ 6.50	$ 8.66	8
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 7.71	$ 7.00	$ 5.25	$ 12.06	$ 6.50	$ 8.17	15
SOUTHERN ESSEX	MOST EXPERIENCED	$ 8.50	$ 8.34	$ 4.75	$ 12.60	$ 7.00	$ 9.00	14
METRO NORTH	MOST EXPERIENCED	$ 9.65	$ 10.00	$ 6.00	$ 14.00	$ 7.00	$ 11.50	16
BOSTON	MOST EXPERIENCED	$ 9.80	$ 9.13	$ 5.77	$ 17.00	$ 6.73	$ 11.86	12
METRO WEST - SOUTH	MOST EXPERIENCED	$ 8.90	$ 8.60	$ 5.00	$ 14.55	$ 7.00	$ 10.39	16
SOUTH COASTAL	MOST EXPERIENCED	$ 9.87	$ 9.38	$ 5.50	$ 20.38	$ 7.00	$ 10.00	12
BROCKTON	MOST EXPERIENCED	$ 7.87	$ 7.50	$ 5.50	$ 12.00	$ 6.00	$ 9.25	10
BRISTOL	MOST EXPERIENCED	$ 7.58	$ 6.50	$ 5.25	$ 12.43	$ 5.50	$ 7.00	8
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 7.91	$ 7.75	$ 5.00	$ 10.59	$ 7.00	$ 9.44	14

* MEANS LESS THAN 6 RESPONSES

MACHINERY MAINTENANCE MECHANICS, INSTALLERS AND REPAIRERS

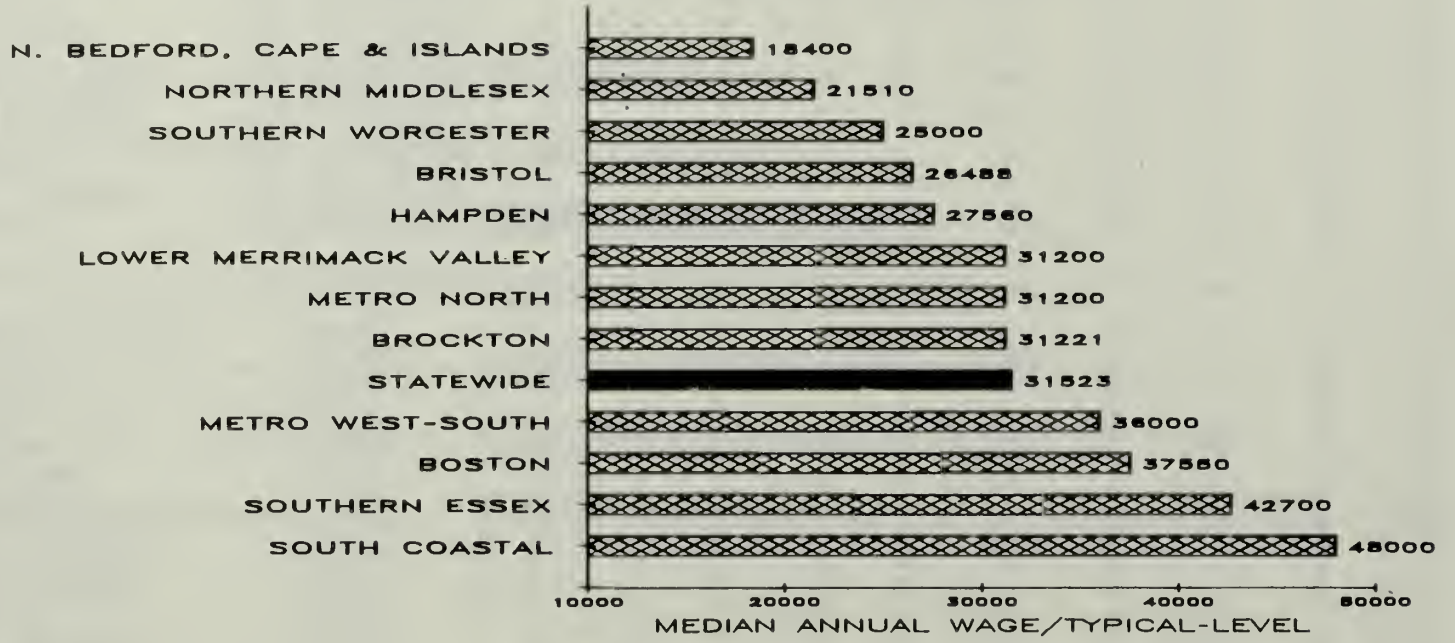


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 10.06	$ 9.70	$ 4.00	$ 22.36	$ 8.00	$ 12.00	199
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 9.88	$ 9.19	$ 7.00	$ 15.06	$ 7.50	$ 11.25	17
NORTHERN WORCESTER	ALL	$ 9.58	$ 9.75	$ 4.00	$ 15.50	$ 8.00	$ 10.60	16
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 10.65	$ 10.78	$ 5.00	$ 16.83	$ 9.60	$ 12.50	22
SOUTHERN ESSEX	ALL	$ 8.95	$ 8.73	$ 6.00	$ 14.71	$ 7.00	$ 9.10	16
METRO NORTH	ALL	$ 11.18	$ 11.36	$ 6.50	$ 15.20	$ 10.00	$ 12.30	18
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 9.82	$ 9.17	$ 4.47	$ 15.20	$ 7.70	$ 11.84	31
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 8.24	$ 8.00	$ 4.00	$ 16.27	$ 6.25	$ 9.62	65
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 8.16	$ 7.25	$ 7.00	$ 11.25	$ 7.00	$ 9.19	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 8.39	$ 9.61	$ 5.00	$ 10.50	$ 6.25	$ 9.90	8
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 9.26	$ 9.25	$ 6.50	$ 11.84	$ 8.71	$ 10.00	6
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 8.14	$ 7.74	$ 4.47	$ 11.84	$ 5.42	$ 11.20	10
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 10.06	$ 10.00	$ 4.33	$ 16.80	$ 8.25	$ 12.00	70
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 10.02	$ 8.93	$ 8.00	$ 13.15	$ 8.13	$ 13.00	6
NORTHERN WORCESTER	TYPICAL	$ 10.11	$ 10.15	$ 5.50	$ 15.50	$ 8.50	$ 10.50	7
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 11.11	$ 11.75	$ 7.50	$ 12.73	$ 10.25	$ 12.02	7
SOUTHERN ESSEX	TYPICAL	$ 8.54	$ 8.98	$ 7.00	$ 9.10	$ 8.17	$ 9.00	6
METRO NORTH	TYPICAL	$ 11.37	$ 10.85	$ 10.50	$ 13.40	$ 10.63	$ 12.00	6
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 9.85	$ 10.54	$ 6.00	$ 13.40	$ 7.50	$ 11.06	11
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 11.91	$ 12.00	$ 7.00	$ 22.36	$ 9.70	$ 13.75	64
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 12.77	$ 12.75	$ 7.50	$ 16.83	$ 12.00	$ 14.00	7
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 12.91	$ 12.40	$ 11.71	$ 15.20	$ 12.00	$ 13.75	6
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 11.45	$ 11.27	$ 8.00	$ 15.20	$ 9.15	$ 13.73	10
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

MARKETING, ADVERTISING AND PUBLIC RELATIONS MANAGERS

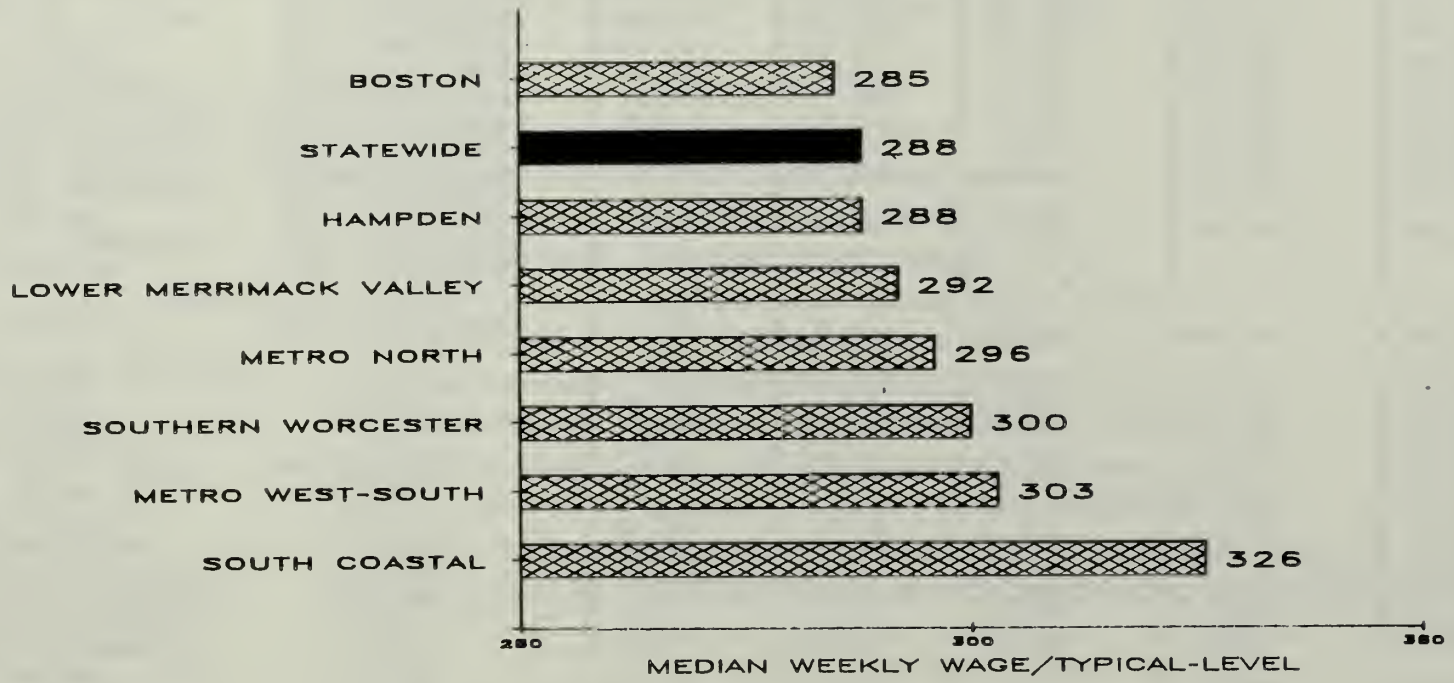


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 35,579	$ 31,100	$ 10,000	$165,000	$ 21,840	$ 45,000	359
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 29,196	$ 26,000	$ 14,560	$ 67,000	$ 20,800	$ 34,944	27
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 32,166	$ 30,000	$ 14,560	$ 65,000	$ 21,600	$ 41,000	30
NORTHERN MIDDLESEX	ALL	$ 32,310	$ 21,840	$ 10,400	$100,000	$ 17,160	$ 40,000	25
LOWER MERRIMACK VALLEY	ALL	$ 33,938	$ 31,200	$ 10,400	$ 75,000	$ 23,000	$ 41,600	21
SOUTHERN ESSEX	ALL	$ 38,161	$ 35,000	$ 15,000	$ 64,000	$ 25,000	$ 50,000	18
METRO NORTH	ALL	$ 40,202	$ 33,200	$ 10,400	$110,000	$ 24,960	$ 51,900	25
BOSTON	ALL	$ 43,431	$ 40,000	$ 16,640	$ 80,000	$ 30,000	$ 54,000	41
METRO WEST - SOUTH	ALL	$ 40,665	$ 35,000	$ 12,000	$165,000	$ 25,000	$ 49,000	56
SOUTH COASTAL	ALL	$ 48,026	$ 45,800	$ 18,000	$100,000	$ 30,000	$ 60,000	21
BROCKTON	ALL	$ 36,417	$ 34,500	$ 14,560	$ 72,800	$ 28,600	$ 42,000	18
BRISTOL	ALL	$ 31,246	$ 25,400	$ 14,000	$ 59,800	$ 22,200	$ 37,960	17
NEW BEDFORD-CAPE COD & ISL	ALL	$ 24,806	$ 20,400	$ 10,000	$ 55,000	$ 15,000	$ 34,008	29

STATEWIDE	ENTRY	$ 25,476	$ 25,000	$ 10,000	$ 54,000	$ 17,940	$ 31,100	103
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 23,007	$ 20,800	$ 14,560	$ 39,000	$ 15,600	$ 23,296	8
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 20,294	$ 19,500	$ 14,560	$ 30,000	$ 17,000	$ 20,000	7
NORTHERN MIDDLESEX	ENTRY	$ 22,485	$ 18,190	$ 10,400	$ 40,000	$ 12,000	$ 28,600	8
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 25,794	$ 25,000	$ 10,400	$ 40,000	$ 21,000	$ 26,000	7
BOSTON	ENTRY	$ 34,319	$ 30,000	$ 17,000	$ 54,000	$ 25,000	$ 41,520	13
METRO WEST - SOUTH	ENTRY	$ 28,868	$ 28,000	$ 12,000	$ 50,000	$ 20,000	$ 35,000	18
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 17,796	$ 14,000	$ 10,000	$ 30,000	$ 10,560	$ 25,000	9
STATEWIDE	TYPICAL	$ 35,110	$ 31,523	$ 11,700	$ 90,000	$ 22,100	$ 46,700	126
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 33,249	$ 27,560	$ 15,600	$ 67,000	$ 21,091	$ 44,000	10
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 29,748	$ 25,000	$ 18,000	$ 59,956	$ 21,600	$ 36,000	10
NORTHERN MIDDLESEX	TYPICAL	$ 33,235	$ 21,510	$ 15,000	$ 75,000	$ 16,900	$ 33,800	8
LOWER MERRIMACK VALLEY	TYPICAL	$ 29,643	$ 31,200	$ 11,700	$ 41,600	$ 23,000	$ 35,000	7
SOUTHERN ESSEX	TYPICAL	$ 39,957	$ 42,700	$ 20,000	$ 64,000	$ 30,000	$ 43,000	7
METRO NORTH	TYPICAL	$ 35,048	$ 31,200	$ 12,480	$ 65,000	$ 23,000	$ 42,500	8
BOSTON	TYPICAL	$ 43,410	$ 37,550	$ 25,000	$ 65,000	$ 35,000	$ 59,400	14
METRO WEST - SOUTH	TYPICAL	$ 39,641	$ 36,000	$ 16,000	$ 81,250	$ 23,300	$ 50,000	21
SOUTH COASTAL	TYPICAL	$ 48,167	$ 48,000	$ 18,000	$ 90,000	$ 26,000	$ 60,000	9
BROCKTON	TYPICAL	$ 31,864	$ 31,221	$ 17,500	$ 53,700	$ 20,030	$ 32,000	7
BRISTOL	TYPICAL	$ 30,704	$ 26,488	$ 22,200	$ 45,349	$ 23,400	$ 40,300	6
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 21,600	$ 18,400	$ 12,000	$ 36,400	$ 12,600	$ 30,000	8
STATEWIDE	MOST EXPERIENCED	$ 44,038	$ 40,000	$ 13,000	$165,000	$ 26,000	$ 55,000	130
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 30,194	$ 31,200	$ 15,600	$ 50,000	$ 20,800	$ 34,944	9
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 40,418	$ 41,000	$ 24,648	$ 65,000	$ 30,000	$ 45,000	13
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 40,221	$ 25,000	$ 18,200	$100,000	$ 20,020	$ 41,600	9
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 42,633	$ 50,000	$ 13,000	$ 75,000	$ 18,000	$ 50,700	9
SOUTHERN ESSEX	MOST EXPERIENCED	$ 46,700	$ 50,600	$ 25,000	$ 64,000	$ 35,000	$ 55,000	6
METRO NORTH	MOST EXPERIENCED	$ 54,410	$ 51,950	$ 15,600	$110,000	$ 25,000	$ 80,000	10
BOSTON	MOST EXPERIENCED	$ 51,913	$ 44,800	$ 16,640	$ 80,000	$ 38,000	$ 71,280	14
METRO WEST - SOUTH	MOST EXPERIENCED	$ 54,420	$ 45,000	$ 22,620	$165,000	$ 30,000	$ 65,822	17
SOUTH COASTAL	MOST EXPERIENCED	$ 56,368	$ 56,500	$ 23,000	$100,000	$ 43,940	$ 60,000	8
BROCKTON	MOST EXPERIENCED	$ 47,400	$ 41,150	$ 34,000	$ 72,800	$ 36,400	$ 58,900	6
BRISTOL	MOST EXPERIENCED	$ 33,864	$ 25,400	$ 14,000	$ 59,800	$ 16,640	$ 37,960	7
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 32,201	$ 34,504	$ 17,000	$ 55,000	$ 20,000	$ 40,000	12

* MEANS LESS THAN 6 RESPONSES

ORDER CLERKS

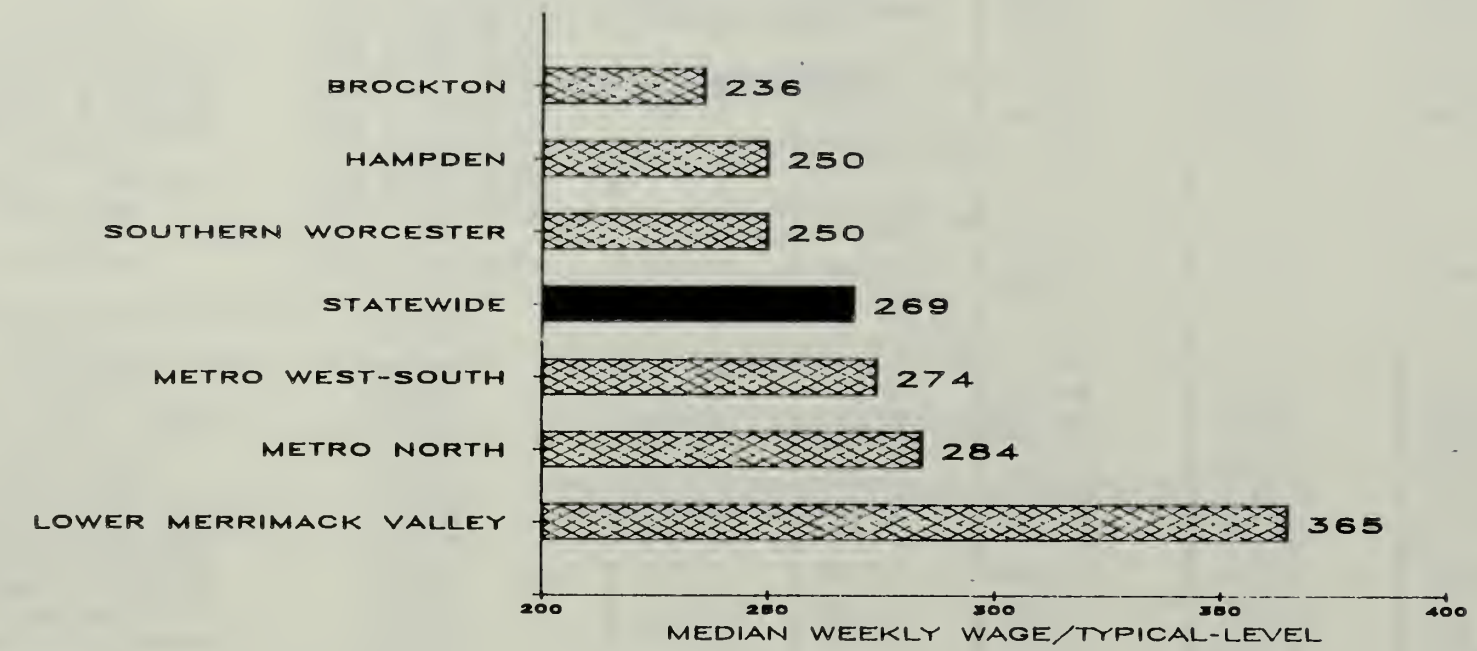


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 294.65	$ 286.75	$ 160.00	$ 576.00	$ 245.00	$ 336.00	252
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 270.81	$ 278.00	$ 165.00	$ 340.00	$ 232.00	$ 300.00	21
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 310.00	$ 300.00	$ 190.00	$ 576.00	$ 240.00	$ 348.00	22
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 281.78	$ 280.00	$ 180.00	$ 360.00	$ 240.00	$ 320.00	23
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 310.91	$ 293.00	$ 200.00	$ 445.00	$ 255.00	$ 350.00	28
BOSTON	ALL	$ 282.23	$ 280.00	$ 180.00	$ 399.00	$ 250.00	$ 300.00	23
METRO WEST - SOUTH	ALL	$ 322.58	$ 314.00	$ 200.00	$ 480.00	$ 270.00	$ 360.00	26
SOUTH COASTAL	ALL	$ 316.77	$ 300.00	$ 192.00	$ 475.00	$ 266.40	$ 375.00	32
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 248.20	$ 247.50	$ 160.00	$ 414.00	$ 202.00	$ 280.00	80
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 235.63	$ 231.00	$ 165.00	$ 288.00	$ 200.00	$ 269.00	8
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 268.00	$ 280.00	$ 190.00	$ 346.00	$ 220.00	$ 300.00	7
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 237.14	$ 230.00	$ 180.00	$ 280.00	$ 220.00	$ 250.00	7
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 283.83	$ 255.00	$ 200.00	$ 414.00	$ 221.00	$ 317.00	9
BOSTON	ENTRY	$ 240.88	$ 250.00	$ 180.00	$ 288.00	$ 200.00	$ 254.00	8
METRO WEST - SOUTH	ENTRY	$ 275.29	$ 280.00	$ 200.00	$ 350.00	$ 210.00	$ 302.00	7
SOUTH COASTAL	ENTRY	$ 263.14	$ 267.70	$ 192.00	$ 375.00	$ 220.00	$ 288.00	10
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 296.87	$ 288.00	$ 192.85	$ 495.00	$ 250.00	$ 332.00	93
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 288.75	$ 288.00	$ 240.00	$ 326.00	$ 278.00	$ 300.00	8
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 292.50	$ 300.00	$ 200.00	$ 384.00	$ 240.00	$ 332.00	8
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 291.50	$ 291.50	$ 220.00	$ 360.00	$ 240.00	$ 325.00	8
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 304.00	$ 296.50	$ 240.00	$ 400.00	$ 259.00	$ 346.00	10
BOSTON	TYPICAL	$ 286.02	$ 285.00	$ 225.00	$ 338.00	$ 253.13	$ 300.00	7
METRO WEST - SOUTH	TYPICAL	$ 323.18	$ 303.00	$ 240.00	$ 403.00	$ 280.00	$ 340.00	11
SOUTH COASTAL	TYPICAL	$ 321.17	$ 326.00	$ 221.00	$ 425.00	$ 250.00	$ 371.00	13
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 339.06	$ 330.00	$ 212.06	$ 576.00	$ 280.00	$ 384.00	79
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 372.00	$ 350.00	$ 230.00	$ 576.00	$ 260.00	$ 360.00	7
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 311.13	$ 315.00	$ 260.00	$ 353.00	$ 270.00	$ 346.00	8
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 345.67	$ 326.00	$ 269.00	$ 445.00	$ 280.00	$ 423.00	9
BOSTON	MOST EXPERIENCED	$ 320.28	$ 316.00	$ 250.00	$ 399.00	$ 266.25	$ 350.00	8
METRO WEST - SOUTH	MOST EXPERIENCED	$ 363.13	$ 355.00	$ 240.00	$ 480.00	$ 270.00	$ 415.00	8
SOUTH COASTAL	MOST EXPERIENCED	$ 370.00	$ 384.00	$ 269.00	$ 475.00	$ 279.00	$ 403.00	9
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

ORDER FILLERS, WHOLESALE AND RETAIL SALES

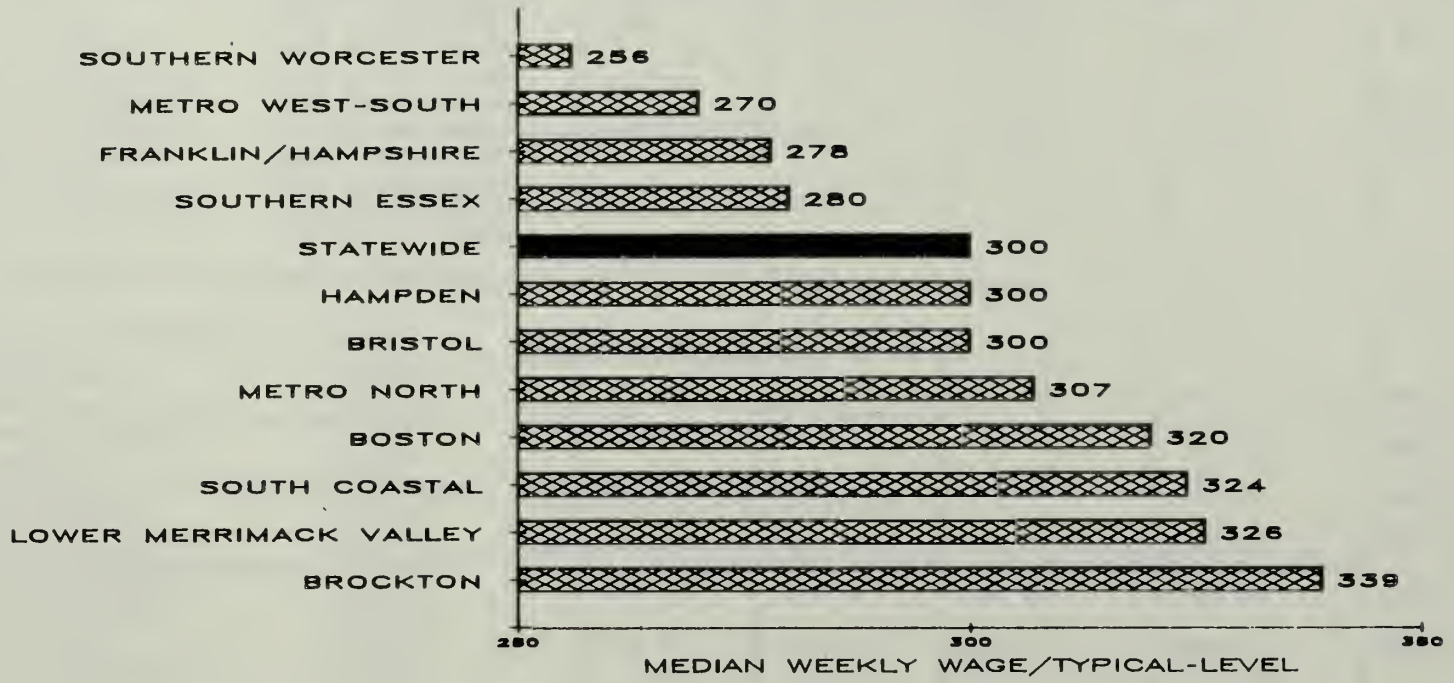


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 276.98	$ 260.00	$ 142.00	$ 600.00	$ 212.00	$ 320.00	236
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 232.63	$ 240.00	$ 160.00	$ 355.00	$ 190.00	$ 269.00	19
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 256.50	$ 240.00	$ 160.00	$ 413.00	$ 200.00	$ 313.00	22
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 366.52	$ 367.00	$ 200.00	$ 554.00	$ 280.00	$ 432.00	23
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 309.00	$ 282.50	$ 148.00	$ 600.00	$ 245.00	$ 336.00	32
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 275.21	$ 269.00	$ 160.00	$ 460.00	$ 225.00	$ 312.00	34
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ 274.63	$ 250.00	$ 160.00	$ 530.00	$ 212.00	$ 290.00	19
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 228.05	$ 206.00	$ 142.00	$ 480.00	$ 183.00	$ 250.00	80
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 194.57	$ 190.00	$ 160.00	$ 240.00	$ 160.00	$ 192.00	7
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 216.25	$ 200.00	$ 160.00	$ 300.00	$ 170.00	$ 240.00	8
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 306.29	$ 300.00	$ 200.00	$ 462.00	$ 230.00	$ 324.00	7
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 266.20	$ 247.50	$ 148.00	$ 480.00	$ 216.00	$ 320.00	10
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 216.18	$ 220.00	$ 160.00	$ 280.00	$ 192.00	$ 225.00	11
SOUTH COASTAL	ENTRY	$ 224.67	$ 201.00	$ 180.00	$ 346.00	$ 192.00	$ 228.00	6
BROCKTON	ENTRY	$ 194.00	$ 181.50	$ 160.00	$ 250.00	$ 170.00	$ 221.00	6
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 277.19	$ 269.00	$ 155.00	$ 554.00	$ 220.00	$ 300.00	82
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 238.43	$ 250.00	$ 190.00	$ 280.00	$ 200.00	$ 269.00	7
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 259.38	$ 250.00	$ 190.00	$ 362.00	$ 200.00	$ 300.00	8
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 360.75	$ 365.50	$ 240.00	$ 554.00	$ 269.00	$ 380.00	8
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 316.17	$ 284.00	$ 180.00	$ 540.00	$ 250.00	$ 340.00	12
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 279.25	$ 274.50	$ 200.00	$ 400.00	$ 250.00	$ 280.00	12
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ 249.00	$ 236.00	$ 212.00	$ 300.00	$ 220.00	$ 290.00	6
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 329.64	$ 309.50	$ 180.00	$ 600.00	$ 269.00	$ 380.00	74
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 306.33	$ 316.50	$ 226.00	$ 413.00	$ 240.00	$ 326.00	6
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 425.00	$ 437.50	$ 300.00	$ 554.00	$ 307.00	$ 480.00	8
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 343.20	$ 308.00	$ 240.00	$ 600.00	$ 269.00	$ 346.00	10
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 329.82	$ 317.00	$ 240.00	$ 460.00	$ 275.00	$ 360.00	11
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ 365.71	$ 319.00	$ 250.00	$ 530.00	$ 275.00	$ 380.00	7
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

PAYROLL AND TIMEKEEPING CLERKS

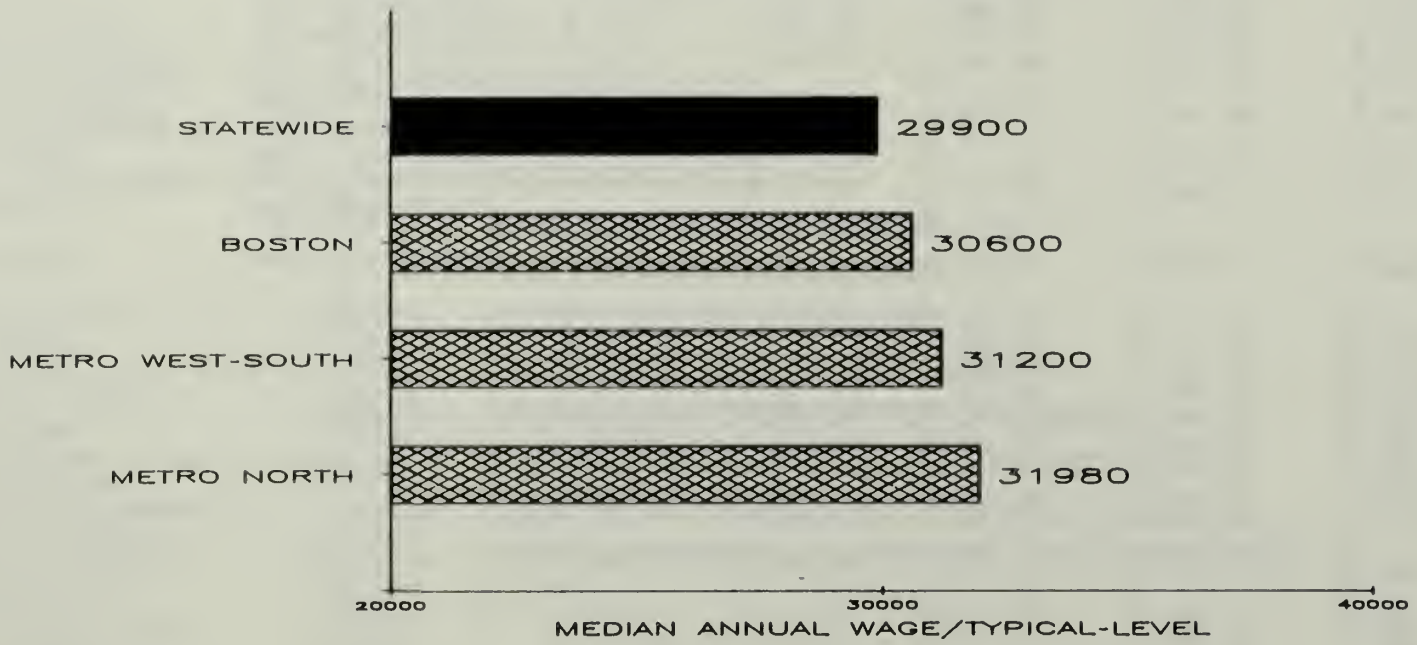


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 296.79	$ 299.00	$ 142.00	$ 680.00	$ 242.00	$ 336.00	296
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 273.57	$ 249.20	$ 173.00	$ 680.00	$ 211.00	$ 310.00	18
HAMPDEN	ALL	$ 286.12	$ 288.00	$ 142.00	$ 488.00	$ 220.00	$ 320.00	17
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 258.30	$ 249.00	$ 180.00	$ 440.00	$ 220.00	$ 290.00	30
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 318.41	$ 320.00	$ 160.00	$ 420.00	$ 283.00	$ 366.00	29
SOUTHERN ESSEX	ALL	$ 331.60	$ 306.00	$ 200.00	$ 500.00	$ 270.00	$ 365.00	23
METRO NORTH	ALL	$ 302.56	$ 307.00	$ 200.00	$ 388.00	$ 273.00	$ 326.00	32
BOSTON	ALL	$ 331.65	$ 320.00	$ 211.00	$ 455.00	$ 280.00	$ 360.00	19
METRO WEST - SOUTH	ALL	$ 279.86	$ 275.00	$ 142.00	$ 500.00	$ 230.00	$ 300.00	43
SOUTH COASTAL	ALL	$ 320.51	$ 313.70	$ 220.00	$ 480.00	$ 250.00	$ 355.00	20
BROCKTON	ALL	$ 324.90	$ 316.00	$ 200.00	$ 425.00	$ 270.00	$ 376.00	20
BRISTOL	ALL	$ 298.71	$ 300.00	$ 220.00	$ 389.00	$ 260.00	$ 320.00	17
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 250.35	$ 242.00	$ 142.00	$ 470.00	$ 206.00	$ 288.00	93
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 234.83	$ 229.50	$ 142.00	$ 320.00	$ 200.00	$ 288.00	6
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 212.44	$ 200.00	$ 180.00	$ 280.00	$ 180.00	$ 232.00	9
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ 271.60	$ 284.00	$ 160.00	$ 350.00	$ 240.00	$ 300.00	10
SOUTHERN ESSEX	ENTRY	$ 264.00	$ 260.00	$ 200.00	$ 326.00	$ 220.00	$ 280.00	7
METRO NORTH	ENTRY	$ 266.89	$ 261.00	$ 200.00	$ 346.00	$ 240.00	$ 275.00	9
BOSTON	ENTRY	$ 295.67	$ 292.50	$ 211.00	$ 400.00	$ 256.00	$ 322.00	6
METRO WEST - SOUTH	ENTRY	$ 233.00	$ 234.50	$ 142.00	$ 340.00	$ 200.00	$ 250.00	14
SOUTH COASTAL	ENTRY	$ 280.17	$ 292.00	$ 230.00	$ 325.00	$ 242.00	$ 300.00	6
BROCKTON	ENTRY	$ 261.14	$ 270.00	$ 200.00	$ 300.00	$ 231.00	$ 288.00	7
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 295.99	$ 300.00	$ 160.00	$ 480.00	$ 258.40	$ 328.00	108
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 279.07	$ 277.50	$ 211.00	$ 340.00	$ 258.40	$ 310.00	6
HAMPDEN	TYPICAL	$ 290.14	$ 300.00	$ 220.00	$ 336.00	$ 250.00	$ 317.00	7
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 262.25	$ 256.00	$ 220.00	$ 337.00	$ 240.00	$ 260.00	12
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 323.44	$ 326.00	$ 240.00	$ 420.00	$ 283.00	$ 330.00	9
SOUTHERN ESSEX	TYPICAL	$ 295.83	$ 280.00	$ 240.00	$ 365.00	$ 270.00	$ 340.00	6
METRO NORTH	TYPICAL	$ 308.57	$ 307.00	$ 210.00	$ 388.00	$ 300.00	$ 320.00	14
BOSTON	TYPICAL	$ 329.00	$ 320.00	$ 250.00	$ 450.00	$ 264.00	$ 350.00	7
METRO WEST - SOUTH	TYPICAL	$ 279.55	$ 269.50	$ 160.00	$ 430.00	$ 240.00	$ 300.00	16
SOUTH COASTAL	TYPICAL	$ 324.05	$ 323.70	$ 220.00	$ 480.00	$ 240.00	$ 355.00	8
BROCKTON	TYPICAL	$ 331.00	$ 339.00	$ 288.00	$ 370.00	$ 300.00	$ 350.00	6
BRISTOL	TYPICAL	$ 296.29	$ 300.00	$ 240.00	$ 350.00	$ 260.00	$ 304.00	7
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 343.15	$ 336.00	$ 200.00	$ 680.00	$ 298.00	$ 385.00	95
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 314.91	$ 258.40	$ 200.00	$ 680.00	$ 211.00	$ 310.00	7
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 298.89	$ 290.00	$ 220.00	$ 440.00	$ 230.00	$ 340.00	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 360.70	$ 384.00	$ 240.00	$ 420.00	$ 324.00	$ 400.00	10
SOUTHERN ESSEX	MOST EXPERIENCED	$ 400.39	$ 405.94	$ 280.00	$ 500.00	$ 306.00	$ 480.00	10
METRO NORTH	MOST EXPERIENCED	$ 328.89	$ 336.00	$ 250.00	$ 368.00	$ 300.00	$ 365.00	9
BOSTON	MOST EXPERIENCED	$ 370.73	$ 367.70	$ 288.00	$ 455.00	$ 296.00	$ 450.00	6
METRO WEST - SOUTH	MOST EXPERIENCED	$ 330.69	$ 300.00	$ 216.00	$ 500.00	$ 280.00	$ 370.00	13
SOUTH COASTAL	MOST EXPERIENCED	$ 356.13	$ 358.90	$ 275.00	$ 400.00	$ 350.00	$ 394.00	6
BROCKTON	MOST EXPERIENCED	$ 383.43	$ 400.00	$ 250.00	$ 425.00	$ 376.00	$ 423.00	7
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

PERSONNEL, TRAINING AND LABOR RELATIONS MANAGERS

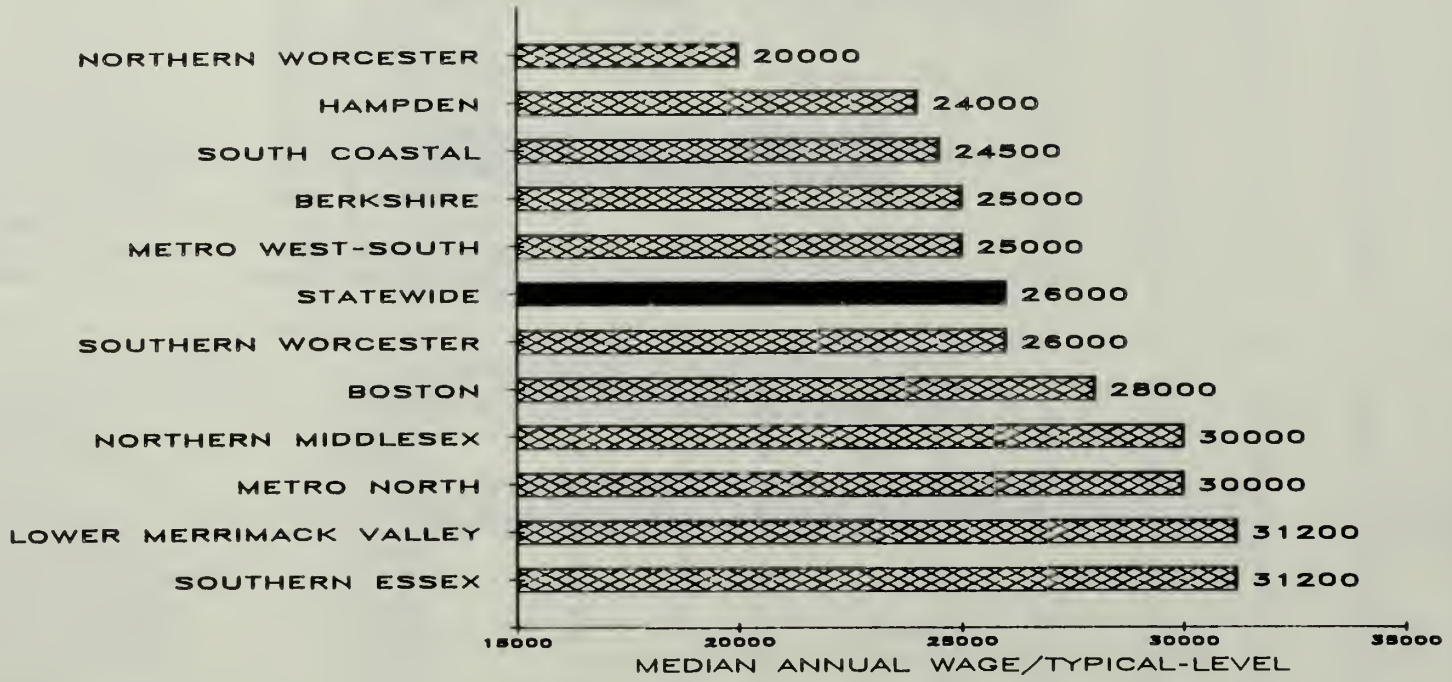


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 30,293	$ 28,700	$ 9,984	$ 73,200	$ 22,000	$ 36,000	192
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 31,219	$ 28,574	$ 12,480	$ 73,200	$ 20,000	$ 41,600	26
BOSTON	ALL	$ 32,298	$ 31,200	$ 20,800	$ 52,062	$ 27,300	$ 35,561	19
METRO WEST - SOUTH	ALL	$ 32,700	$ 31,200	$ 12,480	$ 70,817	$ 22,400	$ 40,000	45
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 23,936	$ 22,450	$ 9,984	$ 50,155	$ 18,000	$ 28,800	58
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 23,960	$ 20,400	$ 12,480	$ 45,800	$ 13,000	$ 28,600	8
BOSTON	ENTRY	$ 27,036	$ 26,650	$ 20,800	$ 32,538	$ 26,000	$ 29,578	6
METRO WEST - SOUTH	ENTRY	$ 25,388	$ 22,200	$ 12,480	$ 50,155	$ 18,000	$ 33,400	14
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 31,138	$ 29,900	$ 9,984	$ 58,700	$ 23,500	$ 38,000	70
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 32,664	$ 31,980	$ 15,600	$ 58,700	$ 23,400	$ 36,000	9
BOSTON	TYPICAL	$ 31,333	$ 30,600	$ 25,000	$ 37,000	$ 28,980	$ 33,024	8
METRO WEST - SOUTH	TYPICAL	$ 33,352	$ 31,200	$ 14,560	$ 57,039	$ 22,000	$ 40,000	17
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 35,131	$ 31,600	$ 15,000	$ 73,200	$ 25,000	$ 41,600	64
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 36,225	$ 32,000	$ 15,000	$ 73,200	$ 17,680	$ 41,600	9
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 39,218	$ 35,500	$ 24,000	$ 70,817	$ 27,040	$ 48,000	14
SOUTH COASTAL	MOST EXPERIENCED	$ 40,900	$ 40,700	$ 26,000	$ 54,000	$ 34,000	$ 50,000	6
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ 29,321	$ 28,600	$ 17,680	$ 58,246	$ 18,720	$ 29,900	7
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

PURCHASING MANAGERS

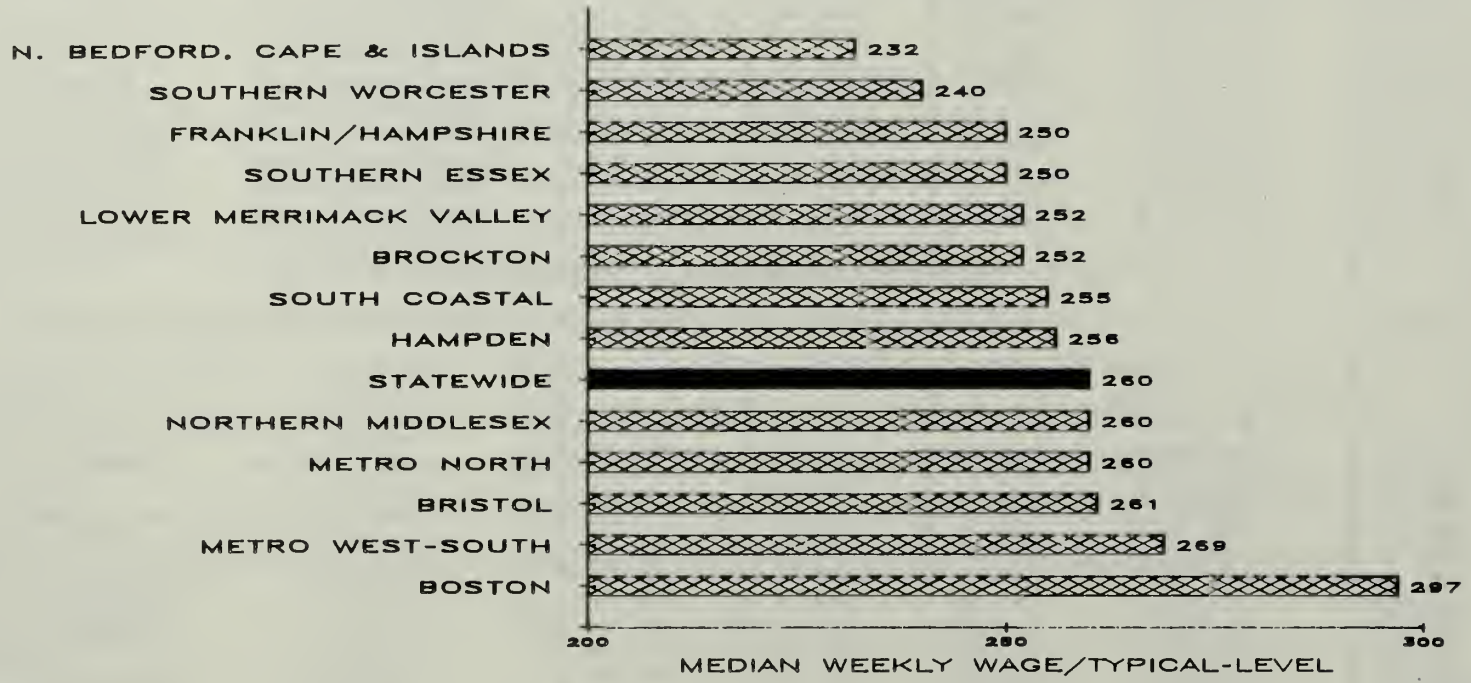


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 29,179	$ 26,000	$ 8,000	$190,000	$ 20,800	$ 35,000	335
BERKSHIRE	ALL	$ 21,098	$ 22,750	$ 10,421	$ 31,200	$ 14,560	$ 26,000	18
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 27,062	$ 25,500	$ 14,000	$ 41,080	$ 20,800	$ 32,000	16
NORTHERN WORCESTER	ALL	$ 19,319	$ 18,460	$ 8,000	$ 32,500	$ 15,000	$ 25,000	18
SOUTHERN WORCESTER	ALL	$ 27,167	$ 26,000	$ 10,400	$ 50,000	$ 19,500	$ 34,008	36
NORTHERN MIDDLESEX	ALL	$ 26,924	$ 25,300	$ 8,944	$ 52,000	$ 20,000	$ 35,000	22
LOWER MERRIMACK VALLEY	ALL	$ 33,474	$ 31,600	$ 18,200	$ 59,800	$ 25,000	$ 36,400	24
SOUTHERN ESSEX	ALL	$ 35,594	$ 31,200	$ 15,600	$ 90,000	$ 22,000	$ 42,700	25
METRO NORTH	ALL	$ 29,100	$ 28,002	$ 12,480	$ 51,900	$ 20,800	$ 35,000	24
BOSTON	ALL	$ 26,945	$ 27,000	$ 14,000	$ 52,062	$ 20,800	$ 31,980	20
METRO WEST - SOUTH	ALL	$ 30,109	$ 25,250	$ 10,400	$190,000	$ 20,000	$ 35,000	54
SOUTH COASTAL	ALL	$ 31,328	$ 28,900	$ 13,000	$ 71,580	$ 20,800	$ 40,000	29
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 22,171	$ 21,000	$ 8,000	$ 45,000	$ 16,980	$ 26,000	91
BERKSHIRE	ENTRY	$ 18,384	$ 19,240	$ 10,421	$ 25,000	$ 13,000	$ 23,400	6
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 21,975	$ 21,000	$ 10,400	$ 35,000	$ 16,640	$ 25,000	11
NORTHERN MIDDLESEX	ENTRY	$ 21,221	$ 24,000	$ 8,944	$ 30,000	$ 17,000	$ 25,000	7
LOWER MERRIMACK VALLEY	ENTRY	$ 24,167	$ 23,550	$ 18,200	$ 29,900	$ 21,000	$ 28,800	6
SOUTHERN ESSEX	ENTRY	$ 23,567	$ 22,620	$ 18,200	$ 34,000	$ 19,000	$ 24,960	6
METRO NORTH	ENTRY	$ 22,566	$ 23,000	$ 12,480	$ 33,200	$ 12,480	$ 27,404	7
BOSTON	ENTRY	$ 21,640	$ 20,600	$ 15,600	$ 32,538	$ 15,600	$ 24,900	6
METRO WEST - SOUTH	ENTRY	$ 21,884	$ 20,000	$ 10,400	$ 35,000	$ 16,980	$ 23,400	15
SOUTH COASTAL	ENTRY	$ 24,310	$ 21,040	$ 13,000	$ 45,000	$ 14,500	$ 28,900	8
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 27,874	$ 26,000	$ 8,944	$ 80,000	$ 20,800	$ 32,500	124
BERKSHIRE	TYPICAL	$ 20,579	$ 25,000	$ 12,480	$ 27,000	$ 13,010	$ 26,000	7
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 26,980	$ 24,000	$ 20,000	$ 41,080	$ 20,800	$ 32,000	6
NORTHERN WORCESTER	TYPICAL	$ 21,291	$ 20,000	$ 10,000	$ 32,500	$ 15,000	$ 25,000	7
SOUTHERN WORCESTER	TYPICAL	$ 26,379	$ 26,000	$ 13,520	$ 43,889	$ 16,500	$ 31,000	13
NORTHERN MIDDLESEX	TYPICAL	$ 26,406	$ 30,000	$ 8,944	$ 37,900	$ 20,000	$ 30,000	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 31,086	$ 31,200	$ 20,800	$ 40,300	$ 25,000	$ 32,000	7
SOUTHERN ESSEX	TYPICAL	$ 35,764	$ 31,200	$ 15,600	$ 80,000	$ 22,000	$ 42,700	11
METRO NORTH	TYPICAL	$ 31,609	$ 30,000	$ 15,600	$ 50,000	$ 23,400	$ 40,300	11
BOSTON	TYPICAL	$ 26,361	$ 28,000	$ 14,000	$ 37,128	$ 20,800	$ 28,600	7
METRO WEST - SOUTH	TYPICAL	$ 26,867	$ 25,000	$ 11,440	$ 50,000	$ 21,000	$ 34,000	21
SOUTH COASTAL	TYPICAL	$ 28,640	$ 24,500	$ 16,000	$ 50,000	$ 20,800	$ 36,200	12
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 35,841	$ 33,800	$ 10,000	$190,000	$ 24,000	$ 41,600	120
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 30,783	$ 30,000	$ 21,000	$ 39,520	$ 24,958	$ 35,000	7
NORTHERN WORCESTER	MOST EXPERIENCED	$ 20,357	$ 20,000	$ 10,000	$ 32,500	$ 15,000	$ 25,000	7
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 32,781	$ 34,164	$ 13,520	$ 50,000	$ 23,000	$ 37,500	12
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 32,367	$ 31,500	$ 18,200	$ 52,000	$ 21,736	$ 40,000	8
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 40,071	$ 35,000	$ 25,000	$ 59,800	$ 32,000	$ 47,900	11
SOUTHERN ESSEX	MOST EXPERIENCED	$ 44,380	$ 40,300	$ 19,500	$ 90,000	$ 23,000	$ 51,200	8
METRO NORTH	MOST EXPERIENCED	$ 32,123	$ 29,200	$ 16,640	$ 51,900	$ 20,800	$ 45,000	6
BOSTON	MOST EXPERIENCED	$ 32,077	$ 31,980	$ 20,800	$ 52,062	$ 23,400	$ 32,700	7
METRO WEST - SOUTH	MOST EXPERIENCED	$ 40,747	$ 35,000	$ 14,560	$190,000	$ 25,000	$ 40,000	18
SOUTH COASTAL	MOST EXPERIENCED	$ 41,149	$ 42,000	$ 20,800	$ 71,580	$ 24,960	$ 45,000	9
BROCKTON	MOST EXPERIENCED	$ 47,567	$ 42,000	$ 20,800	$ 85,000	$ 30,000	$ 58,900	9
BRISTOL	MOST EXPERIENCED	$ 35,283	$ 35,150	$ 23,800	$ 52,000	$ 24,000	$ 41,600	6
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

RECEPTIONISTS AND INFORMATION CLERKS

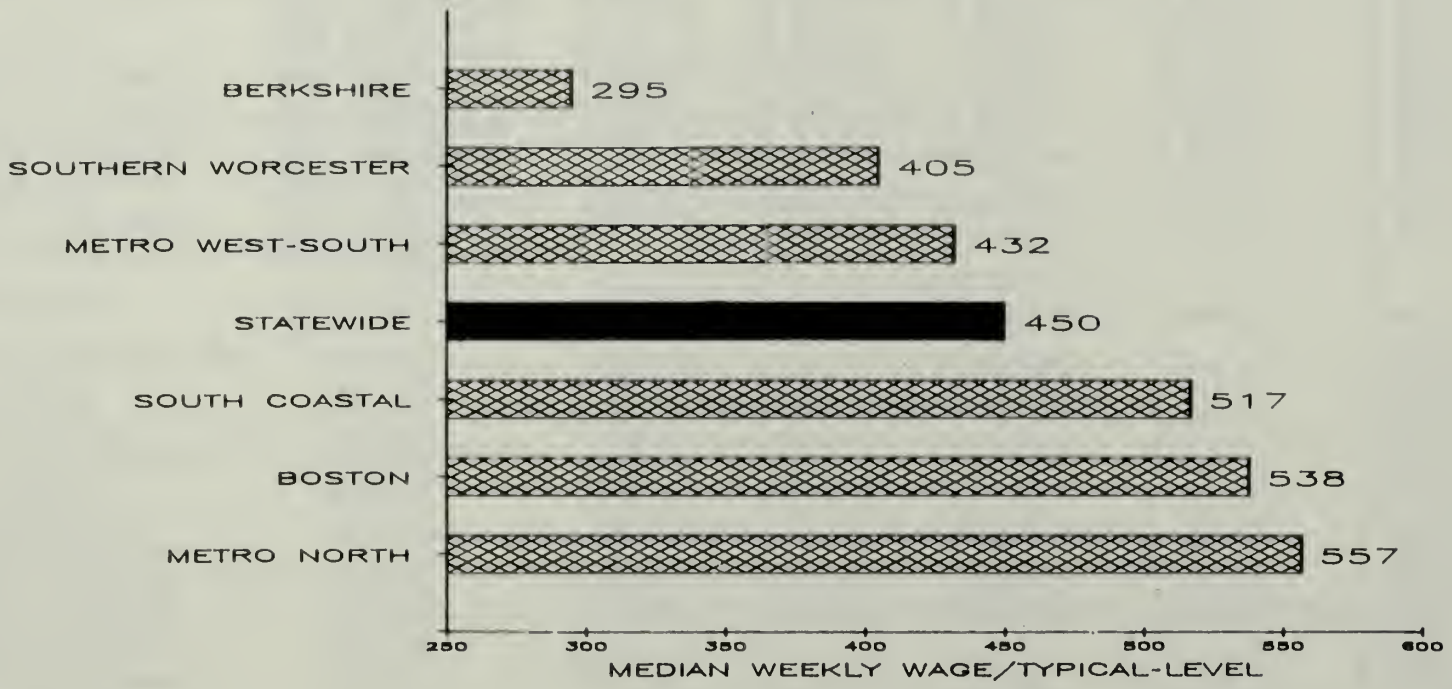


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 262.42	$ 250.00	$ 112.00	$ 606.92	$ 225.00	$ 300.00	420
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 250.56	$ 240.00	$ 150.00	$ 400.00	$ 200.00	$ 280.00	15
HAMPDEN	ALL	$ 253.93	$ 250.00	$ 142.00	$ 351.00	$ 220.00	$ 280.00	27
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 257.21	$ 250.00	$ 180.00	$ 400.00	$ 220.00	$ 288.00	29
NORTHERN MIDDLESEX	ALL	$ 257.81	$ 240.00	$ 153.00	$ 425.00	$ 211.00	$ 300.00	21
LOWER MERRIMACK VALLEY	ALL	$ 262.71	$ 254.50	$ 154.00	$ 450.00	$ 225.00	$ 300.00	44
SOUTHERN ESSEX	ALL	$ 259.19	$ 250.00	$ 180.00	$ 358.00	$ 229.00	$ 300.00	26
METRO NORTH	ALL	$ 267.40	$ 260.00	$ 160.00	$ 380.00	$ 240.00	$ 300.00	30
BOSTON	ALL	$ 285.59	$ 283.00	$ 170.00	$ 423.00	$ 240.00	$ 325.00	34
METRO WEST - SOUTH	ALL	$ 276.33	$ 260.00	$ 153.00	$ 606.92	$ 230.00	$ 300.00	69
SOUTH COASTAL	ALL	$ 245.92	$ 235.00	$ 112.00	$ 367.00	$ 210.00	$ 275.20	42
BROCKTON	ALL	$ 262.64	$ 252.00	$ 180.00	$ 346.00	$ 240.00	$ 300.00	25
BRISTOL	ALL	$ 275.22	$ 277.00	$ 158.00	$ 400.00	$ 220.00	$ 328.00	18
NEW BEDFORD-CAPE COD & ISL	ALL	$ 228.67	$ 240.00	$ 140.00	$ 325.00	$ 192.00	$ 250.00	27

STATEWIDE	ENTRY	$ 226.67	$ 228.00	$ 112.00	$ 404.62	$ 200.00	$ 242.00	139
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 218.40	$ 213.50	$ 142.00	$ 288.00	$ 200.00	$ 250.00	10
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 223.22	$ 220.00	$ 180.00	$ 259.00	$ 200.00	$ 240.00	9
NORTHERN MIDDLESEX	ENTRY	$ 230.71	$ 240.00	$ 153.00	$ 300.00	$ 182.00	$ 240.00	7
LOWER MERRIMACK VALLEY	ENTRY	$ 222.24	$ 217.00	$ 154.00	$ 300.00	$ 200.00	$ 236.40	14
SOUTHERN ESSEX	ENTRY	$ 235.38	$ 237.50	$ 180.00	$ 300.00	$ 200.00	$ 240.00	8
METRO NORTH	ENTRY	$ 247.00	$ 240.00	$ 160.00	$ 380.00	$ 225.00	$ 240.00	11
BOSTON	ENTRY	$ 245.25	$ 240.00	$ 200.00	$ 320.00	$ 222.00	$ 260.00	12
METRO WEST - SOUTH	ENTRY	$ 237.46	$ 230.00	$ 153.00	$ 404.62	$ 220.00	$ 250.00	24
SOUTH COASTAL	ENTRY	$ 209.77	$ 211.00	$ 112.00	$ 269.00	$ 192.00	$ 230.00	13
BROCKTON	ENTRY	$ 220.38	$ 220.00	$ 180.00	$ 263.00	$ 200.00	$ 240.00	8
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 195.20	$ 186.00	$ 140.00	$ 270.00	$ 160.00	$ 240.00	10
STATEWIDE	TYPICAL	$ 262.73	$ 260.00	$ 130.00	$ 505.77	$ 240.00	$ 290.00	158
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 260.29	$ 250.00	$ 200.00	$ 330.00	$ 210.00	$ 280.00	7
HAMPDEN	TYPICAL	$ 255.90	$ 255.50	$ 220.00	$ 307.00	$ 240.00	$ 269.00	10
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 254.00	$ 240.00	$ 200.00	$ 325.00	$ 220.00	$ 274.00	11
NORTHERN MIDDLESEX	TYPICAL	$ 264.71	$ 260.00	$ 192.00	$ 350.00	$ 201.00	$ 300.00	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 257.82	$ 252.00	$ 170.00	$ 350.00	$ 240.00	$ 280.00	16
SOUTHERN ESSEX	TYPICAL	$ 249.73	$ 250.00	$ 192.00	$ 300.00	$ 210.00	$ 286.00	11
METRO NORTH	TYPICAL	$ 270.25	$ 260.00	$ 180.00	$ 346.00	$ 250.00	$ 283.00	12
BOSTON	TYPICAL	$ 292.54	$ 297.00	$ 170.00	$ 380.00	$ 260.00	$ 355.00	13
METRO WEST - SOUTH	TYPICAL	$ 276.90	$ 269.00	$ 214.00	$ 505.77	$ 246.00	$ 295.00	23
SOUTH COASTAL	TYPICAL	$ 248.14	$ 255.00	$ 130.00	$ 313.00	$ 221.00	$ 275.00	16
BROCKTON	TYPICAL	$ 264.89	$ 252.00	$ 220.00	$ 325.00	$ 225.00	$ 288.00	9
BRISTOL	TYPICAL	$ 263.25	$ 261.00	$ 158.00	$ 370.00	$ 200.00	$ 288.00	8
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 229.89	$ 232.00	$ 185.00	$ 300.00	$ 192.00	$ 250.00	9
STATEWIDE	MOST EXPERIENCED	$ 302.43	$ 300.00	$ 150.00	$ 606.92	$ 260.00	$ 336.00	123
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 301.86	$ 300.00	$ 250.00	$ 351.00	$ 280.00	$ 318.00	7
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 295.11	$ 288.00	$ 220.00	$ 400.00	$ 250.00	$ 300.00	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 278.00	$ 240.00	$ 211.00	$ 425.00	$ 220.00	$ 310.00	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 308.77	$ 300.00	$ 250.00	$ 450.00	$ 260.00	$ 346.00	14
SOUTHERN ESSEX	MOST EXPERIENCED	$ 301.29	$ 300.00	$ 240.00	$ 358.00	$ 260.00	$ 332.00	7
METRO NORTH	MOST EXPERIENCED	$ 294.57	$ 288.00	$ 200.00	$ 360.00	$ 265.00	$ 333.00	7
BOSTON	MOST EXPERIENCED	$ 329.33	$ 325.00	$ 230.00	$ 423.00	$ 288.00	$ 370.00	9
METRO WEST - SOUTH	MOST EXPERIENCED	$ 318.13	$ 300.00	$ 220.00	$ 606.92	$ 275.00	$ 328.00	22
SOUTH COASTAL	MOST EXPERIENCED	$ 279.34	$ 296.00	$ 150.00	$ 367.00	$ 225.00	$ 346.00	13
BROCKTON	MOST EXPERIENCED	$ 302.38	$ 300.00	$ 250.00	$ 346.00	$ 275.00	$ 326.00	8
BRISTOL	MOST EXPERIENCED	$ 318.33	$ 314.00	$ 220.00	$ 400.00	$ 280.00	$ 382.00	6
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 269.13	$ 264.00	$ 222.00	$ 325.00	$ 240.00	$ 288.00	8

* MEANS LESS THAN 6 RESPONSES

SALES AGENTS

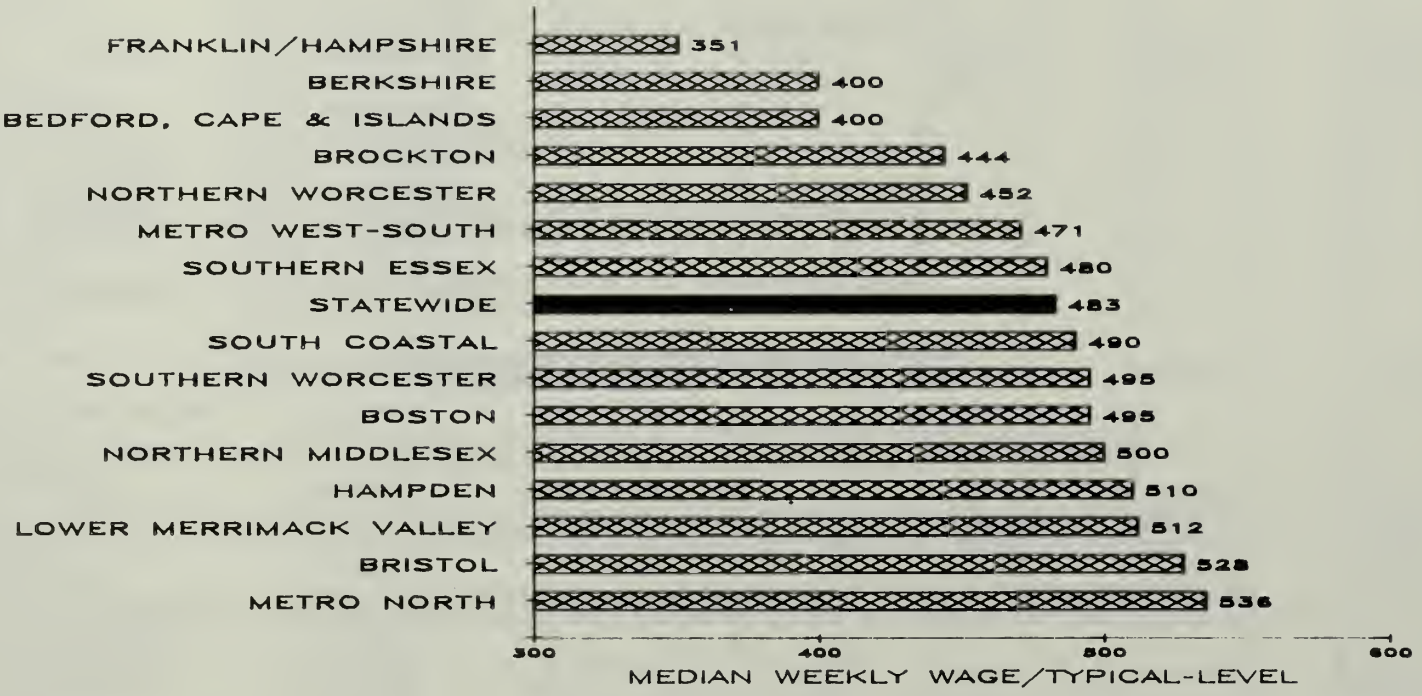


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 491.80	$ 450.00	$ 129.00	$1692.00	$ 317.00	$ 600.00	223
BERKSHIRE	ALL	$ 312.15	$ 260.00	$ 200.00	$ 688.00	$ 200.00	$ 350.00	13
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 415.66	$ 410.00	$ 150.00	$ 595.00	$ 275.00	$ 520.00	13
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 537.47	$ 545.00	$ 200.00	$ 769.00	$ 475.00	$ 600.00	15
BOSTON	ALL	$ 557.74	$ 500.00	$ 138.00	$1153.84	$ 350.00	$ 676.92	45
METRO WEST - SOUTH	ALL	$ 588.80	$ 425.00	$ 175.00	$1692.00	$ 365.00	$ 673.00	29
SOUTH COASTAL	ALL	$ 433.17	$ 467.00	$ 129.00	$ 701.00	$ 242.00	$ 580.00	18
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 373.62	$ 346.00	$ 129.00	$ 800.00	$ 242.00	$ 461.00	69
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ 410.41	$ 367.00	$ 138.00	$ 676.92	$ 300.00	$ 450.00	16
METRO WEST - SOUTH	ENTRY	$ 392.37	$ 338.50	$ 175.00	$ 769.00	$ 250.00	$ 365.00	8
SOUTH COASTAL	ENTRY	$ 363.67	$ 419.00	$ 129.00	$ 523.00	$ 242.00	$ 450.00	6
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 336.99	$ 255.50	$ 192.00	$ 576.92	$ 192.00	$ 550.00	6
STATEWIDE	TYPICAL	$ 470.02	$ 450.00	$ 153.00	$1250.00	$ 325.00	$ 550.00	83
BERKSHIRE	TYPICAL	$ 316.67	$ 295.00	$ 200.00	$ 500.00	$ 240.00	$ 370.00	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 385.50	$ 405.00	$ 200.00	$ 538.00	$ 275.00	$ 490.00	6
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 548.67	$ 557.00	$ 425.00	$ 673.00	$ 480.00	$ 600.00	6
BOSTON	TYPICAL	$ 573.80	$ 538.00	$ 250.00	$1020.00	$ 380.00	$ 763.00	16
METRO WEST - SOUTH	TYPICAL	$ 539.56	$ 432.31	$ 325.00	$1250.00	$ 376.00	$ 673.00	10
SOUTH COASTAL	TYPICAL	$ 437.33	$ 517.00	$ 153.00	$ 645.00	$ 242.00	$ 550.00	6
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 632.11	$ 590.00	$ 168.00	$1692.00	$ 423.00	$ 700.00	71
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ 719.30	$ 676.00	$ 317.00	$1153.84	$ 480.00	$ 865.00	13
METRO WEST - SOUTH	MOST EXPERIENCED	$ 776.43	$ 480.77	$ 375.00	$1692.00	$ 425.00	$ 769.00	11
SOUTH COASTAL	MOST EXPERIENCED	$ 498.50	$ 590.00	$ 168.00	$ 701.00	$ 242.00	$ 700.00	6
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 470.33	$ 480.00	$ 251.00	$ 673.00	$ 288.00	$ 650.00	6

* MEANS LESS THAN 6 RESPONSES

SALES REPRESENTATIVES

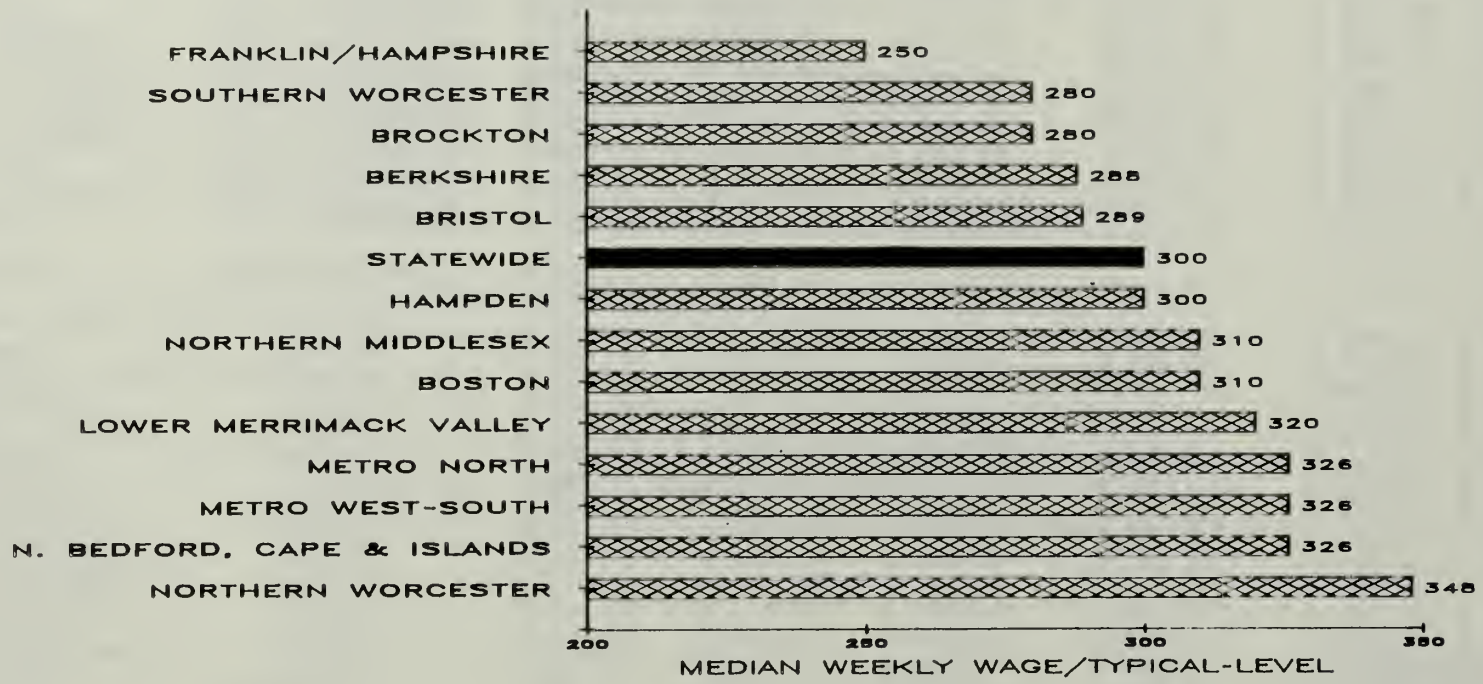


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 565.79	$ 480.00	$ 180.00	$4326.00	$ 365.00	$ 673.00	611
BERKSHIRE	ALL	$ 420.44	$ 450.00	$ 240.00	$ 600.00	$ 326.00	$ 500.00	27
FRANKLIN - HAMPSHIRE	ALL	$ 529.12	$ 400.00	$ 192.00	$1442.00	$ 300.00	$ 653.00	17
HAMPDEN	ALL	$ 528.66	$ 500.00	$ 200.00	$1923.00	$ 350.00	$ 650.00	67
NORTHERN WORCESTER	ALL	$ 490.96	$ 465.00	$ 200.00	$1190.00	$ 320.00	$ 600.00	28
SOUTHERN WORCESTER	ALL	$ 584.54	$ 492.00	$ 230.00	$1634.00	$ 400.00	$ 673.00	46
NORTHERN MIDDLESEX	ALL	$ 645.24	$ 480.00	$ 288.00	$1730.00	$ 384.00	$ 750.00	29
LOWER MERRIMACK VALLEY	ALL	$ 684.38	$ 510.00	$ 250.00	$4153.00	$ 384.00	$ 700.00	35
SOUTHERN ESSEX	ALL	$ 559.10	$ 480.00	$ 288.00	$1538.00	$ 384.00	$ 628.00	41
METRO NORTH	ALL	$ 613.19	$ 573.50	$ 192.00	$1730.00	$ 385.00	$ 711.00	72
BOSTON	ALL	$ 540.55	$ 485.00	$ 230.00	$1730.00	$ 350.00	$ 660.00	38
METRO WEST - SOUTH	ALL	$ 550.18	$ 480.00	$ 200.00	$2884.00	$ 355.00	$ 615.00	68
SOUTH COASTAL	ALL	$ 624.02	$ 461.00	$ 180.00	$4326.00	$ 346.00	$ 693.00	51
BROCKTON	ALL	$ 485.32	$ 444.50	$ 240.00	$1153.00	$ 350.00	$ 525.00	22
BRISTOL	ALL	$ 531.89	$ 470.50	$ 200.00	$1250.00	$ 280.00	$ 605.00	28
NEW BEDFORD-CAPE COD & ISL	ALL	$ 450.58	$ 411.50	$ 192.00	$ 769.00	$ 346.00	$ 576.00	24

STATEWIDE	ENTRY	$ 380.90	$ 350.00	$ 180.00	$1083.33	$ 298.00	$ 450.00	203
BERKSHIRE	ENTRY	$ 338.67	$ 326.00	$ 240.00	$ 450.00	$ 275.00	$ 350.00	9
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 382.38	$ 400.00	$ 200.00	$ 673.00	$ 288.00	$ 461.54	25
NORTHERN WORCESTER	ENTRY	$ 320.80	$ 304.00	$ 200.00	$ 480.00	$ 250.00	$ 384.00	10
SOUTHERN WORCESTER	ENTRY	$ 397.27	$ 401.50	$ 230.00	$ 576.00	$ 288.00	$ 480.00	14
NORTHERN MIDDLESEX	ENTRY	$ 418.33	$ 384.00	$ 288.00	$ 730.00	$ 346.00	$ 442.00	9
LOWER MERRIMACK VALLEY	ENTRY	$ 362.39	$ 346.00	$ 250.00	$ 596.00	$ 288.00	$ 365.00	11
SOUTHERN ESSEX	ENTRY	$ 401.63	$ 350.00	$ 288.00	$ 655.00	$ 298.00	$ 480.00	13
METRO NORTH	ENTRY	$ 440.92	$ 428.50	$ 192.00	$ 769.00	$ 310.00	$ 557.00	22
BOSTON	ENTRY	$ 342.01	$ 300.00	$ 230.00	$ 499.15	$ 300.00	$ 379.00	12
METRO WEST - SOUTH	ENTRY	$ 358.13	$ 346.00	$ 200.00	$ 500.00	$ 300.00	$ 403.00	24
SOUTH COASTAL	ENTRY	$ 386.41	$ 336.00	$ 180.00	$ 800.00	$ 288.00	$ 434.00	17
BROCKTON	ENTRY	$ 309.14	$ 300.00	$ 240.00	$ 384.00	$ 250.00	$ 350.00	7
BRISTOL	ENTRY	$ 352.30	$ 342.00	$ 200.00	$ 605.00	$ 240.00	$ 450.00	10
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 342.13	$ 348.00	$ 192.00	$ 576.00	$ 250.00	$ 350.00	8
STATEWIDE	TYPICAL	$ 542.08	$ 483.00	$ 200.00	$1500.00	$ 400.00	$ 650.00	206
BERKSHIRE	TYPICAL	$ 407.22	$ 400.00	$ 275.00	$ 519.00	$ 340.00	$ 475.00	9
FRANKLIN - HAMPSHIRE	TYPICAL	$ 489.33	$ 351.00	$ 300.00	$ 961.00	$ 300.00	$ 673.00	6
HAMPDEN	TYPICAL	$ 566.55	$ 509.50	$ 250.00	$1250.00	$ 400.00	$ 625.00	20
NORTHERN WORCESTER	TYPICAL	$ 454.00	$ 452.00	$ 260.00	$ 650.00	$ 400.00	$ 496.00	10
SOUTHERN WORCESTER	TYPICAL	$ 570.49	$ 495.00	$ 336.00	$1153.00	$ 384.00	$ 673.00	16
NORTHERN MIDDLESEX	TYPICAL	$ 599.10	$ 499.50	$ 346.00	$1153.00	$ 442.00	$ 730.00	10
LOWER MERRIMACK VALLEY	TYPICAL	$ 607.25	$ 512.50	$ 384.00	$1500.00	$ 440.00	$ 576.00	12
SOUTHERN ESSEX	TYPICAL	$ 536.94	$ 480.00	$ 346.00	$ 961.00	$ 409.00	$ 576.00	15
METRO NORTH	TYPICAL	$ 561.57	$ 535.50	$ 230.00	$ 961.00	$ 384.00	$ 700.00	26
BOSTON	TYPICAL	$ 525.58	$ 495.00	$ 346.00	$ 961.00	$ 390.00	$ 576.00	12
METRO WEST - SOUTH	TYPICAL	$ 525.50	$ 471.00	$ 278.00	$1153.00	$ 423.00	$ 615.00	22
SOUTH COASTAL	TYPICAL	$ 568.22	$ 490.00	$ 200.00	$1153.00	$ 370.00	$ 693.00	18
BROCKTON	TYPICAL	$ 461.50	$ 444.50	$ 350.00	$ 673.00	$ 400.00	$ 480.00	8
BRISTOL	TYPICAL	$ 556.00	$ 528.00	$ 240.00	$ 865.00	$ 275.00	$ 769.00	9
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 404.71	$ 400.00	$ 288.00	$ 500.00	$ 300.00	$ 480.00	7
STATEWIDE	MOST EXPERIENCED	$ 775.78	$ 656.50	$ 210.00	$4326.00	$ 520.00	$ 865.00	202
BERKSHIRE	MOST EXPERIENCED	$ 515.44	$ 530.00	$ 325.00	$ 600.00	$ 450.00	$ 570.00	9
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 751.50	$ 557.00	$ 400.00	$1442.00	$ 400.00	$1153.00	6
HAMPDEN	MOST EXPERIENCED	$ 660.44	$ 661.50	$ 260.00	$1923.00	$ 500.00	$ 750.00	22
NORTHERN WORCESTER	MOST EXPERIENCED	$ 749.88	$ 696.50	$ 547.00	$1190.00	$ 600.00	$ 769.00	8
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 762.44	$ 666.50	$ 450.00	$1634.00	$ 494.00	$ 769.00	16
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 895.60	$ 807.50	$ 384.00	$1730.00	$ 576.00	$ 961.00	10
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$1056.67	$ 802.00	$ 480.00	$4153.00	$ 568.00	$ 865.00	12
SOUTHERN ESSEX	MOST EXPERIENCED	$ 742.14	$ 576.00	$ 480.00	$1538.00	$ 480.00	$ 804.00	13
METRO NORTH	MOST EXPERIENCED	$ 827.02	$ 705.50	$ 307.00	$1730.00	$ 576.00	$ 965.00	24
BOSTON	MOST EXPERIENCED	$ 723.55	$ 684.00	$ 350.00	$1730.00	$ 577.00	$ 800.00	14
METRO WEST - SOUTH	MOST EXPERIENCED	$ 784.36	$ 615.00	$ 403.00	$2884.00	$ 550.00	$ 961.00	22
SOUTH COASTAL	MOST EXPERIENCED	$ 939.25	$ 749.50	$ 210.00	$4326.00	$ 438.00	$ 961.00	16
BROCKTON	MOST EXPERIENCED	$ 688.71	$ 578.00	$ 500.00	$1153.00	$ 500.00	$ 700.00	7
BRISTOL	MOST EXPERIENCED	$ 707.33	$ 600.00	$ 280.00	$1250.00	$ 350.00	$ 961.00	9
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 582.67	$ 597.00	$ 346.00	$ 769.00	$ 400.00	$ 673.00	9

* MEANS LESS THAN 6 RESPONSES

SALESPERSONS, PARTS

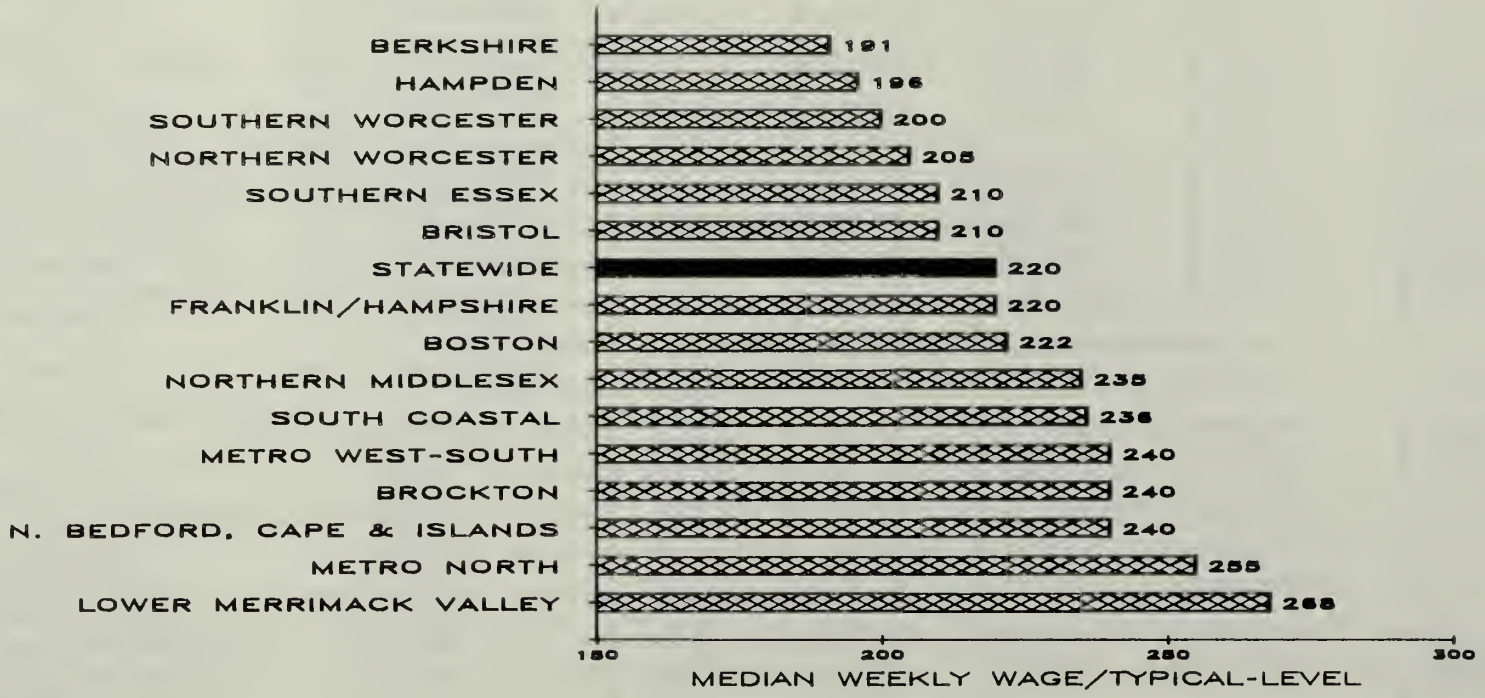


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 324.73	$ 300.00	$ 120.00	$ 735.00	$ 240.00	$ 400.00	354
BERKSHIRE	ALL	$ 304.11	$ 294.00	$ 160.00	$ 500.00	$ 259.00	$ 350.00	18
FRANKLIN - HAMPSHIRE	ALL	$ 292.92	$ 270.00	$ 142.00	$ 576.00	$ 230.00	$ 350.00	26
HAMPDEN	ALL	$ 338.10	$ 300.00	$ 150.00	$ 735.00	$ 210.00	$ 400.00	20
NORTHERN WORCESTER	ALL	$ 329.96	$ 307.00	$ 160.00	$ 576.00	$ 240.00	$ 400.00	25
SOUTHERN WORCESTER	ALL	$ 265.83	$ 275.00	$ 142.00	$ 465.00	$ 200.00	$ 310.00	29
NORTHERN MIDDLESEX	ALL	$ 334.76	$ 320.00	$ 160.00	$ 600.00	$ 240.00	$ 384.00	21
LOWER MERRIMACK VALLEY	ALL	$ 367.14	$ 320.00	$ 150.00	$ 576.00	$ 295.00	$ 480.00	22
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 355.98	$ 320.00	$ 154.00	$ 673.00	$ 250.00	$ 394.00	43
BOSTON	ALL	$ 348.89	$ 310.00	$ 160.00	$ 600.00	$ 230.00	$ 423.00	22
METRO WEST - SOUTH	ALL	$ 324.24	$ 320.00	$ 140.00	$ 500.00	$ 278.00	$ 384.00	37
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ 297.90	$ 277.50	$ 160.00	$ 673.00	$ 200.00	$ 380.00	20
BRISTOL	ALL	$ 292.23	$ 278.00	$ 120.00	$ 550.00	$ 220.00	$ 346.00	21
NEW BEDFORD-CAPE COD & ISL	ALL	$ 330.00	$ 313.50	$ 164.00	$ 673.00	$ 200.00	$ 360.00	24

STATEWIDE	ENTRY	$ 245.61	$ 230.00	$ 120.00	$ 576.00	$ 200.00	$ 288.00	112
BERKSHIRE	ENTRY	$ 249.83	$ 269.50	$ 160.00	$ 300.00	$ 200.00	$ 300.00	6
FRANKLIN - HAMPSHIRE	ENTRY	$ 222.88	$ 215.00	$ 142.00	$ 350.00	$ 153.00	$ 240.00	8
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ 252.00	$ 240.00	$ 160.00	$ 346.00	$ 200.00	$ 300.00	9
SOUTHERN WORCESTER	ENTRY	$ 230.82	$ 200.00	$ 142.00	$ 425.00	$ 175.00	$ 275.00	11
NORTHERN MIDDLESEX	ENTRY	$ 227.33	$ 215.00	$ 160.00	$ 307.00	$ 192.00	$ 275.00	6
LOWER MERRIMACK VALLEY	ENTRY	$ 306.00	$ 295.00	$ 150.00	$ 576.00	$ 240.00	$ 300.00	7
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ 248.00	$ 235.00	$ 154.00	$ 384.00	$ 200.00	$ 288.00	12
BOSTON	ENTRY	$ 292.81	$ 235.00	$ 160.00	$ 500.00	$ 187.50	$ 400.00	8
METRO WEST - SOUTH	ENTRY	$ 251.50	$ 245.00	$ 140.00	$ 400.00	$ 200.00	$ 288.00	12
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ 218.29	$ 200.00	$ 160.00	$ 288.00	$ 180.00	$ 220.00	7
BRISTOL	ENTRY	$ 226.00	$ 225.00	$ 120.00	$ 346.00	$ 200.00	$ 240.00	6
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 225.86	$ 200.00	$ 164.00	$ 320.00	$ 190.00	$ 200.00	7
STATEWIDE	TYPICAL	$ 324.28	$ 300.00	$ 160.00	$ 650.00	$ 260.00	$ 375.00	133
BERKSHIRE	TYPICAL	$ 302.57	$ 288.00	$ 240.00	$ 400.00	$ 240.00	$ 320.00	7
FRANKLIN - HAMPSHIRE	TYPICAL	$ 282.27	$ 250.00	$ 210.00	$ 425.00	$ 230.00	$ 331.00	11
HAMPDEN	TYPICAL	$ 320.71	$ 300.00	$ 190.00	$ 480.00	$ 200.00	$ 300.00	7
NORTHERN WORCESTER	TYPICAL	$ 337.25	$ 348.00	$ 200.00	$ 461.00	$ 260.00	$ 360.00	8
SOUTHERN WORCESTER	TYPICAL	$ 259.82	$ 280.00	$ 160.00	$ 346.00	$ 200.00	$ 295.00	11
NORTHERN MIDDLESEX	TYPICAL	$ 321.38	$ 310.00	$ 240.00	$ 450.00	$ 269.00	$ 346.00	8
LOWER MERRIMACK VALLEY	TYPICAL	$ 338.50	$ 320.00	$ 180.00	$ 576.00	$ 260.00	$ 346.00	8
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 368.00	$ 326.00	$ 196.00	$ 650.00	$ 250.00	$ 420.00	17
BOSTON	TYPICAL	$ 329.75	$ 310.00	$ 220.00	$ 500.00	$ 225.00	$ 360.00	8
METRO WEST - SOUTH	TYPICAL	$ 340.00	$ 326.00	$ 240.00	$ 500.00	$ 280.00	$ 375.00	13
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ 302.43	$ 280.00	$ 192.00	$ 480.00	$ 210.00	$ 300.00	7
BRISTOL	TYPICAL	$ 300.08	$ 289.00	$ 170.00	$ 480.76	$ 240.00	$ 355.00	10
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 332.89	$ 326.00	$ 200.00	$ 519.00	$ 220.00	$ 410.00	9
STATEWIDE	MOST EXPERIENCED	$ 406.58	$ 400.00	$ 160.00	$ 735.00	$ 317.00	$ 485.00	109
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 389.71	$ 362.00	$ 252.00	$ 576.00	$ 288.00	$ 425.00	7
HAMPDEN	MOST EXPERIENCED	$ 429.38	$ 375.00	$ 210.00	$ 735.00	$ 224.00	$ 576.00	8
NORTHERN WORCESTER	MOST EXPERIENCED	$ 410.38	$ 425.00	$ 240.00	$ 576.00	$ 260.00	$ 461.00	8
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 330.29	$ 280.00	$ 226.00	$ 465.00	$ 250.00	$ 350.00	7
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 442.14	$ 384.00	$ 327.00	$ 600.00	$ 350.00	$ 450.00	7
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 461.00	$ 480.00	$ 320.00	$ 576.00	$ 400.00	$ 485.00	7
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ 433.93	$ 353.00	$ 288.00	$ 673.00	$ 320.00	$ 576.00	14
BOSTON	MOST EXPERIENCED	$ 449.17	$ 447.50	$ 300.00	$ 600.00	$ 300.00	$ 600.00	6
METRO WEST - SOUTH	MOST EXPERIENCED	$ 379.92	$ 380.00	$ 160.00	$ 500.00	$ 340.00	$ 423.00	12
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ 385.50	$ 400.00	$ 210.00	$ 673.00	$ 230.00	$ 400.00	6
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 417.88	$ 360.00	$ 240.00	$ 673.00	$ 240.00	$ 550.00	8

* MEANS LESS THAN 6 RESPONSES

SALESPERSONS, RETAIL

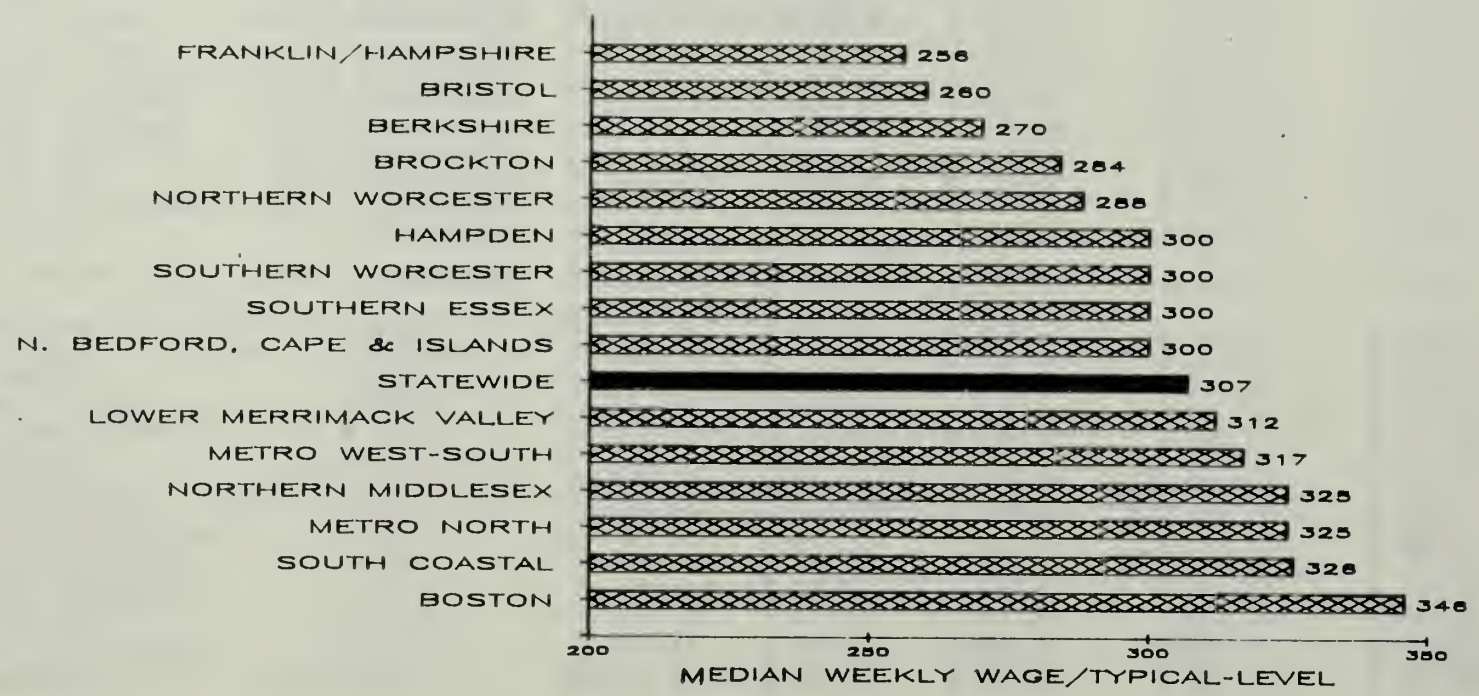


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 275.69	$ 220.00	$ 120.00	$2403.00	$ 180.00	$ 307.00	1181
BERKSHIRE	ALL	$ 217.01	$ 196.00	$ 120.00	$ 750.00	$ 160.00	$ 240.00	58
FRANKLIN - HAMPSHIRE	ALL	$ 242.61	$ 220.00	$ 142.00	$ 700.00	$ 170.00	$ 300.00	66
HAMPDEN	ALL	$ 243.20	$ 205.50	$ 124.25	$ 865.00	$ 160.00	$ 276.50	70
NORTHERN WORCESTER	ALL	$ 294.94	$ 205.00	$ 148.00	$ 961.00	$ 164.00	$ 320.00	36
SOUTHERN WORCESTER	ALL	$ 266.07	$ 200.00	$ 140.00	$1200.00	$ 160.00	$ 288.00	115
NORTHERN MIDDLESEX	ALL	$ 308.70	$ 242.50	$ 134.00	$1250.00	$ 192.00	$ 346.00	60
LOWER MERRIMACK VALLEY	ALL	$ 353.02	$ 260.00	$ 142.00	$2403.00	$ 184.00	$ 396.00	83
SOUTHERN ESSEX	ALL	$ 251.95	$ 210.00	$ 142.00	$ 673.00	$ 180.00	$ 288.00	83
METRO NORTH	ALL	$ 298.39	$ 240.00	$ 140.00	$1153.00	$ 190.00	$ 350.00	74
BOSTON	ALL	$ 279.77	$ 219.00	$ 142.00	$1346.00	$ 180.00	$ 320.00	86
METRO WEST - SOUTH	ALL	$ 279.77	$ 240.00	$ 120.00	$1153.00	$ 200.00	$ 320.00	152
SOUTH COASTAL	ALL	$ 283.24	$ 220.00	$ 125.00	$1538.00	$ 175.00	$ 320.00	110
BROCKTON	ALL	$ 262.32	$ 232.50	$ 154.00	$ 500.00	$ 192.00	$ 320.00	34
BRISTOL	ALL	$ 275.13	$ 214.00	$ 125.00	$1153.00	$ 170.00	$ 326.00	62
NEW BEDFORD-CAPE COD & ISL	ALL	$ 266.87	$ 240.00	$ 142.00	$ 840.00	$ 200.00	$ 300.00	89

STATEWIDE	ENTRY	$ 201.40	$ 175.00	$ 120.00	$ 961.00	$ 150.00	$ 220.00	397
BERKSHIRE	ENTRY	$ 159.39	$ 148.00	$ 120.00	$ 280.00	$ 142.00	$ 160.00	18
FRANKLIN - HAMPSHIRE	ENTRY	$ 186.96	$ 160.00	$ 142.00	$ 300.00	$ 146.00	$ 210.00	19
HAMPDEN	ENTRY	$ 189.21	$ 160.00	$ 124.25	$ 384.00	$ 142.00	$ 201.00	25
NORTHERN WORCESTER	ENTRY	$ 217.42	$ 168.00	$ 148.00	$ 461.00	$ 150.00	$ 230.00	12
SOUTHERN WORCESTER	ENTRY	$ 189.30	$ 151.00	$ 140.00	$ 461.00	$ 142.00	$ 200.00	38
NORTHERN MIDDLESEX	ENTRY	$ 213.75	$ 196.00	$ 134.00	$ 384.00	$ 142.00	$ 250.00	20
LOWER MERRIMACK VALLEY	ENTRY	$ 235.21	$ 190.00	$ 142.00	$ 961.00	$ 160.00	$ 275.00	29
SOUTHERN ESSEX	ENTRY	$ 192.00	$ 170.00	$ 142.00	$ 365.00	$ 150.00	$ 203.00	28
METRO NORTH	ENTRY	$ 211.21	$ 190.00	$ 142.00	$ 384.00	$ 160.00	$ 240.00	24
BOSTON	ENTRY	$ 213.19	$ 180.00	$ 142.00	$ 480.00	$ 160.00	$ 220.00	31
METRO WEST - SOUTH	ENTRY	$ 202.96	$ 180.00	$ 120.00	$ 451.00	$ 160.00	$ 230.00	53
SOUTH COASTAL	ENTRY	$ 193.50	$ 170.00	$ 125.00	$ 400.00	$ 150.00	$ 200.00	36
BROCKTON	ENTRY	$ 208.67	$ 200.00	$ 154.00	$ 320.00	$ 160.00	$ 240.00	12
BRISTOL	ENTRY	$ 203.45	$ 175.00	$ 125.00	$ 423.00	$ 144.00	$ 240.00	22
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 207.38	$ 192.00	$ 142.00	$ 480.00	$ 170.00	$ 220.00	29
STATEWIDE	TYPICAL	$ 270.95	$ 220.00	$ 134.00	$1442.00	$ 182.00	$ 300.00	403
BERKSHIRE	TYPICAL	$ 206.30	$ 191.00	$ 142.00	$ 400.00	$ 170.00	$ 210.00	20
FRANKLIN - HAMPSHIRE	TYPICAL	$ 238.29	$ 220.00	$ 150.00	$ 480.00	$ 181.30	$ 260.00	25
HAMPDEN	TYPICAL	$ 233.88	$ 196.00	$ 148.75	$ 673.00	$ 170.00	$ 250.00	23
NORTHERN WORCESTER	TYPICAL	$ 290.75	$ 205.00	$ 160.00	$ 769.00	$ 164.00	$ 288.00	12
SOUTHERN WORCESTER	TYPICAL	$ 253.26	$ 200.20	$ 160.00	$ 865.00	$ 166.00	$ 280.00	40
NORTHERN MIDDLESEX	TYPICAL	$ 285.75	$ 235.00	$ 160.00	$ 673.00	$ 180.00	$ 320.00	20
LOWER MERRIMACK VALLEY	TYPICAL	$ 352.72	$ 267.50	$ 160.00	$1442.00	$ 200.00	$ 387.80	26
SOUTHERN ESSEX	TYPICAL	$ 252.57	$ 210.00	$ 159.00	$ 673.00	$ 180.00	$ 280.00	28
METRO NORTH	TYPICAL	$ 303.70	$ 255.00	$ 140.00	$ 769.00	$ 196.00	$ 350.00	27
BOSTON	TYPICAL	$ 279.36	$ 222.50	$ 160.00	$ 865.00	$ 180.00	$ 300.00	28
METRO WEST - SOUTH	TYPICAL	$ 269.54	$ 240.00	$ 160.00	$ 600.00	$ 200.00	$ 320.00	50
SOUTH COASTAL	TYPICAL	$ 284.47	$ 236.00	$ 134.00	$ 600.00	$ 200.00	$ 326.00	37
BROCKTON	TYPICAL	$ 269.25	$ 240.00	$ 180.00	$ 450.00	$ 190.00	$ 300.00	12
BRISTOL	TYPICAL	$ 287.00	$ 210.00	$ 135.00	$ 673.00	$ 170.00	$ 369.00	22
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 263.44	$ 240.00	$ 160.00	$ 620.00	$ 200.00	$ 298.00	32
STATEWIDE	MOST EXPERIENCED	$ 358.12	$ 288.00	$ 142.00	$2403.00	$ 230.00	$ 400.00	381
BERKSHIRE	MOST EXPERIENCED	$ 279.58	$ 240.00	$ 150.00	$ 750.00	$ 216.00	$ 288.46	20
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 295.59	$ 300.00	$ 166.00	$ 700.00	$ 220.00	$ 320.00	22
HAMPDEN	MOST EXPERIENCED	$ 314.30	$ 250.00	$ 180.00	$ 865.00	$ 220.00	$ 320.00	22
NORTHERN WORCESTER	MOST EXPERIENCED	$ 376.67	$ 310.00	$ 172.00	$ 961.00	$ 190.00	$ 430.00	12
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 358.77	$ 280.00	$ 176.00	$1200.00	$ 200.00	$ 375.00	37
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 426.61	$ 297.50	$ 180.00	$1250.00	$ 200.00	$ 500.00	20
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 475.31	$ 368.00	$ 160.00	$2403.00	$ 240.00	$ 480.00	28
SOUTHERN ESSEX	MOST EXPERIENCED	$ 313.48	$ 280.00	$ 180.00	$ 673.00	$ 220.00	$ 320.00	27
METRO NORTH	MOST EXPERIENCED	$ 383.13	$ 300.00	$ 175.00	$1153.00	$ 240.00	$ 360.00	23
BOSTON	MOST EXPERIENCED	$ 356.63	$ 300.00	$ 160.00	$1346.00	$ 200.00	$ 400.00	27
METRO WEST - SOUTH	MOST EXPERIENCED	$ 373.29	$ 300.00	$ 200.00	$1153.00	$ 250.00	$ 423.00	49
SOUTH COASTAL	MOST EXPERIENCED	$ 369.32	$ 280.00	$ 142.00	$1538.00	$ 240.00	$ 400.00	37
BROCKTON	MOST EXPERIENCED	$ 318.40	$ 328.50	$ 192.00	$ 500.00	$ 225.00	$ 370.00	10
BRISTOL	MOST EXPERIENCED	$ 348.22	$ 290.00	$ 190.00	$1153.00	$ 216.00	$ 420.00	18
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 332.39	$ 295.00	$ 170.00	$ 840.00	$ 240.00	$ 384.00	28

* MEANS LESS THAN 6 RESPONSES

SECRETARIES

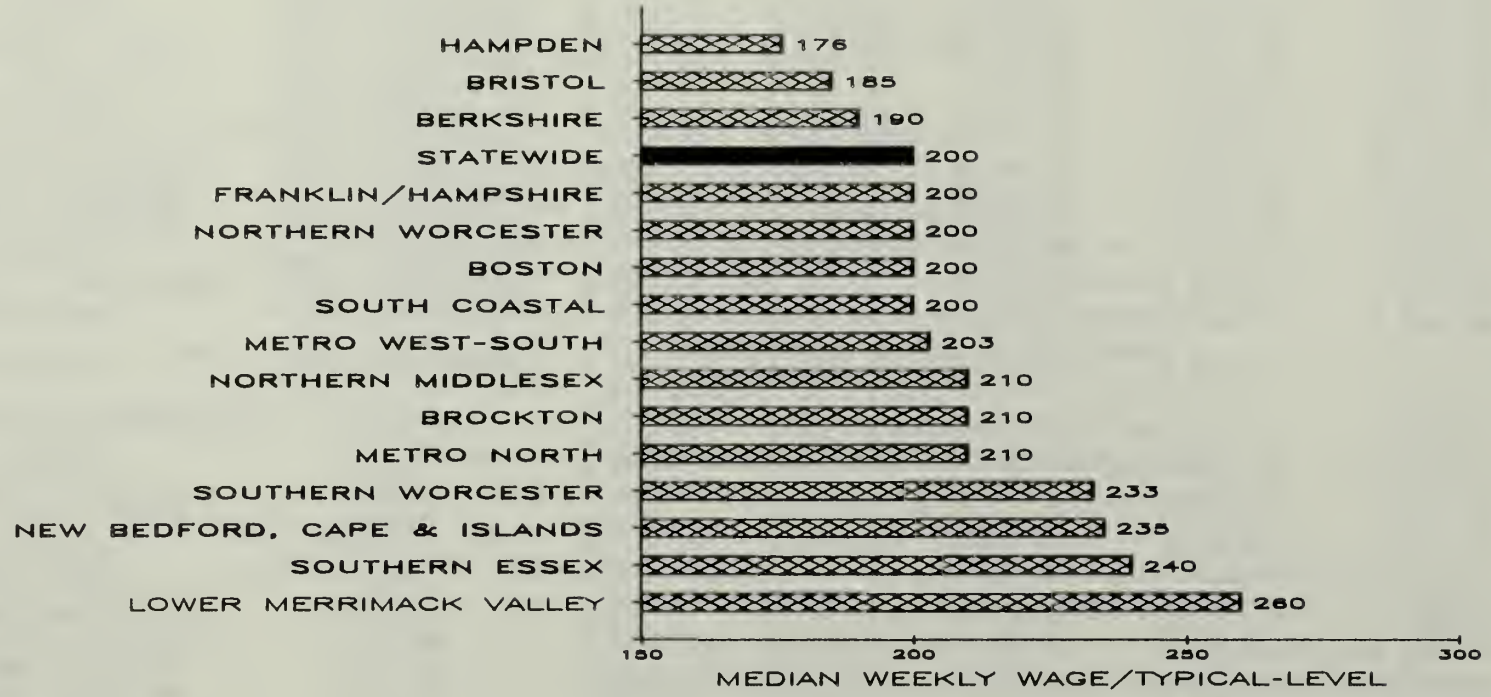


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 315.40	$ 303.50	$ 142.00	$ 730.00	$ 260.00	$ 365.00	878
BERKSHIRE	ALL	$ 305.97	$ 320.00	$ 160.00	$ 447.50	$ 220.00	$ 377.00	19
FRANKLIN - HAMPSHIRE	ALL	$ 269.44	$ 256.00	$ 150.00	$ 414.00	$ 226.00	$ 288.00	27
HAMPDEN	ALL	$ 296.17	$ 300.00	$ 142.00	$ 480.00	$ 250.00	$ 342.00	82
NORTHERN WORCESTER	ALL	$ 306.65	$ 300.00	$ 175.00	$ 461.00	$ 259.00	$ 360.00	37
SOUTHERN WORCESTER	ALL	$ 308.61	$ 301.00	$ 165.00	$ 506.00	$ 250.00	$ 360.00	62
NORTHERN MIDDLESEX	ALL	$ 325.64	$ 300.00	$ 192.00	$ 600.00	$ 269.00	$ 350.00	39
LOWER MERRIMACK VALLEY	ALL	$ 322.91	$ 320.00	$ 152.00	$ 575.00	$ 260.00	$ 370.35	67
SOUTHERN ESSEX	ALL	$ 298.23	$ 300.00	$ 160.00	$ 471.00	$ 240.00	$ 350.00	48
METRO NORTH	ALL	$ 316.24	$ 317.00	$ 175.00	$ 480.00	$ 273.00	$ 358.00	59
BOSTON	ALL	$ 363.00	$ 346.00	$ 160.00	$ 730.00	$ 300.00	$ 423.00	88
METRO WEST - SOUTH	ALL	$ 320.10	$ 307.00	$ 170.00	$ 538.00	$ 269.00	$ 355.00	104
SOUTH COASTAL	ALL	$ 325.34	$ 317.00	$ 180.00	$ 484.00	$ 275.00	$ 377.00	85
BROCKTON	ALL	$ 292.63	$ 288.00	$ 190.00	$ 400.00	$ 240.00	$ 332.00	32
BRISTOL	ALL	$ 297.77	$ 269.00	$ 160.00	$ 482.00	$ 230.00	$ 367.00	48
NEW BEDFORD CAPE COD & ISL	ALL	$ 299.96	$ 284.00	$ 170.00	$ 500.00	$ 240.00	$ 350.00	65

STATEWIDE	ENTRY	$ 262.85	$ 260.00	$ 142.00	$ 446.00	$ 225.00	$ 300.00	288
BERKSHIRE	ENTRY	$ 266.50	$ 277.50	$ 160.00	$ 342.00	$ 200.00	$ 342.00	6
FRANKLIN - HAMPSHIRE	ENTRY	$ 221.14	$ 226.00	$ 150.00	$ 342.00	$ 180.00	$ 230.00	7
HAMPDEN	ENTRY	$ 250.07	$ 250.00	$ 142.00	$ 384.00	$ 220.00	$ 280.00	29
NORTHERN WORCESTER	ENTRY	$ 258.00	$ 259.50	$ 175.00	$ 342.00	$ 200.00	$ 300.00	12
SOUTHERN WORCESTER	ENTRY	$ 264.48	$ 260.00	$ 165.00	$ 346.00	$ 200.00	$ 300.00	21
NORTHERN MIDDLESEX	ENTRY	$ 262.54	$ 275.00	$ 192.00	$ 300.00	$ 225.00	$ 300.00	13
LOWER MERRIMACK VALLEY	ENTRY	$ 272.13	$ 266.88	$ 152.00	$ 400.00	$ 200.00	$ 320.00	22
SOUTHERN ESSEX	ENTRY	$ 251.56	$ 245.00	$ 160.00	$ 400.00	$ 192.00	$ 280.00	16
METRO NORTH	ENTRY	$ 254.44	$ 240.00	$ 175.00	$ 342.00	$ 225.00	$ 288.00	18
BOSTON	ENTRY	$ 297.68	$ 288.00	$ 160.00	$ 446.00	$ 243.00	$ 325.00	31
METRO WEST - SOUTH	ENTRY	$ 270.20	$ 269.00	$ 170.00	$ 360.00	$ 240.00	$ 300.00	35
SOUTH COASTAL	ENTRY	$ 277.40	$ 275.00	$ 180.00	$ 379.00	$ 250.00	$ 307.00	26
BROCKTON	ENTRY	$ 250.91	$ 250.00	$ 190.00	$ 320.00	$ 231.00	$ 260.00	11
BRISTOL	ENTRY	$ 242.60	$ 220.00	$ 160.00	$ 408.00	$ 180.00	$ 262.00	15
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 234.95	$ 240.00	$ 170.00	$ 379.00	$ 200.00	$ 260.00	21
STATEWIDE	TYPICAL	$ 316.02	$ 307.00	$ 180.00	$ 599.00	$ 270.00	$ 360.00	315
BERKSHIRE	TYPICAL	$ 302.71	$ 270.00	$ 190.00	$ 400.00	$ 240.00	$ 377.00	7
FRANKLIN - HAMPSHIRE	TYPICAL	$ 265.92	$ 256.00	$ 200.00	$ 377.00	$ 220.00	$ 280.00	13
HAMPDEN	TYPICAL	$ 303.93	$ 300.00	$ 200.00	$ 480.00	$ 270.00	$ 325.00	28
NORTHERN WORCESTER	TYPICAL	$ 302.46	$ 288.00	$ 220.00	$ 384.00	$ 225.00	$ 358.00	13
SOUTHERN WORCESTER	TYPICAL	$ 301.70	$ 300.00	$ 180.00	$ 384.00	$ 260.00	$ 350.00	23
NORTHERN MIDDLESEX	TYPICAL	$ 322.85	$ 325.00	$ 230.00	$ 450.00	$ 260.00	$ 350.00	13
LOWER MERRIMACK VALLEY	TYPICAL	$ 315.71	$ 311.50	$ 240.00	$ 446.00	$ 250.00	$ 360.00	24
SOUTHERN ESSEX	TYPICAL	$ 299.35	$ 300.00	$ 192.00	$ 400.00	$ 230.00	$ 346.00	17
METRO NORTH	TYPICAL	$ 334.00	$ 325.00	$ 250.00	$ 480.00	$ 300.00	$ 360.00	23
BOSTON	TYPICAL	$ 373.28	$ 346.00	$ 250.00	$ 557.00	$ 326.00	$ 425.00	29
METRO WEST - SOUTH	TYPICAL	$ 318.00	$ 317.00	$ 218.00	$ 406.00	$ 288.00	$ 350.00	37
SOUTH COASTAL	TYPICAL	$ 321.72	$ 326.00	$ 200.00	$ 447.00	$ 275.00	$ 360.00	31
BROCKTON	TYPICAL	$ 286.10	$ 284.00	$ 220.00	$ 364.00	$ 280.00	$ 289.00	10
BRISTOL	TYPICAL	$ 297.41	$ 260.00	$ 188.00	$ 439.00	$ 240.00	$ 367.00	17
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 307.78	$ 300.00	$ 200.00	$ 447.00	$ 269.00	$ 325.00	24
STATEWIDE	MOST EXPERIENCED	$ 369.73	$ 364.00	$ 200.00	$ 730.00	$ 311.00	$ 414.00	275
BERKSHIRE	MOST EXPERIENCED	$ 349.25	$ 367.00	$ 200.00	$ 447.50	$ 300.00	$ 414.00	6
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 324.29	$ 332.00	$ 240.00	$ 414.00	$ 256.00	$ 340.00	7
HAMPDEN	MOST EXPERIENCED	$ 340.96	$ 325.00	$ 250.00	$ 467.00	$ 310.00	$ 376.00	25
NORTHERN WORCESTER	MOST EXPERIENCED	$ 359.83	$ 380.00	$ 280.00	$ 461.00	$ 300.00	$ 393.00	12
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 368.94	$ 384.50	$ 240.00	$ 506.00	$ 330.00	$ 414.00	18
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 391.54	$ 370.00	$ 288.00	$ 600.00	$ 300.00	$ 450.00	13
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 384.35	$ 365.00	$ 285.00	$ 575.00	$ 320.00	$ 425.00	21
SOUTHERN ESSEX	MOST EXPERIENCED	$ 346.73	$ 350.00	$ 240.00	$ 471.00	$ 307.00	$ 380.00	15
METRO NORTH	MOST EXPERIENCED	$ 355.33	$ 352.50	$ 216.00	$ 464.00	$ 320.00	$ 414.00	18
BOSTON	MOST EXPERIENCED	$ 424.68	$ 397.00	$ 200.00	$ 730.00	$ 352.00	$ 480.00	28
METRO WEST - SOUTH	MOST EXPERIENCED	$ 377.09	$ 357.50	$ 220.00	$ 538.00	$ 325.00	$ 415.00	32
SOUTH COASTAL	MOST EXPERIENCED	$ 373.86	$ 394.00	$ 249.00	$ 484.00	$ 300.00	$ 423.00	28
BROCKTON	MOST EXPERIENCED	$ 340.27	$ 350.00	$ 240.00	$ 400.00	$ 288.00	$ 384.00	11
BRISTOL	MOST EXPERIENCED	$ 349.88	$ 316.00	$ 200.00	$ 482.00	$ 270.00	$ 450.00	16
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 358.83	$ 348.00	$ 212.00	$ 500.00	$ 300.00	$ 427.00	20

* MEANS LESS THAN 6 RESPONSES

STOCK CLERKS, SALES FLOOR

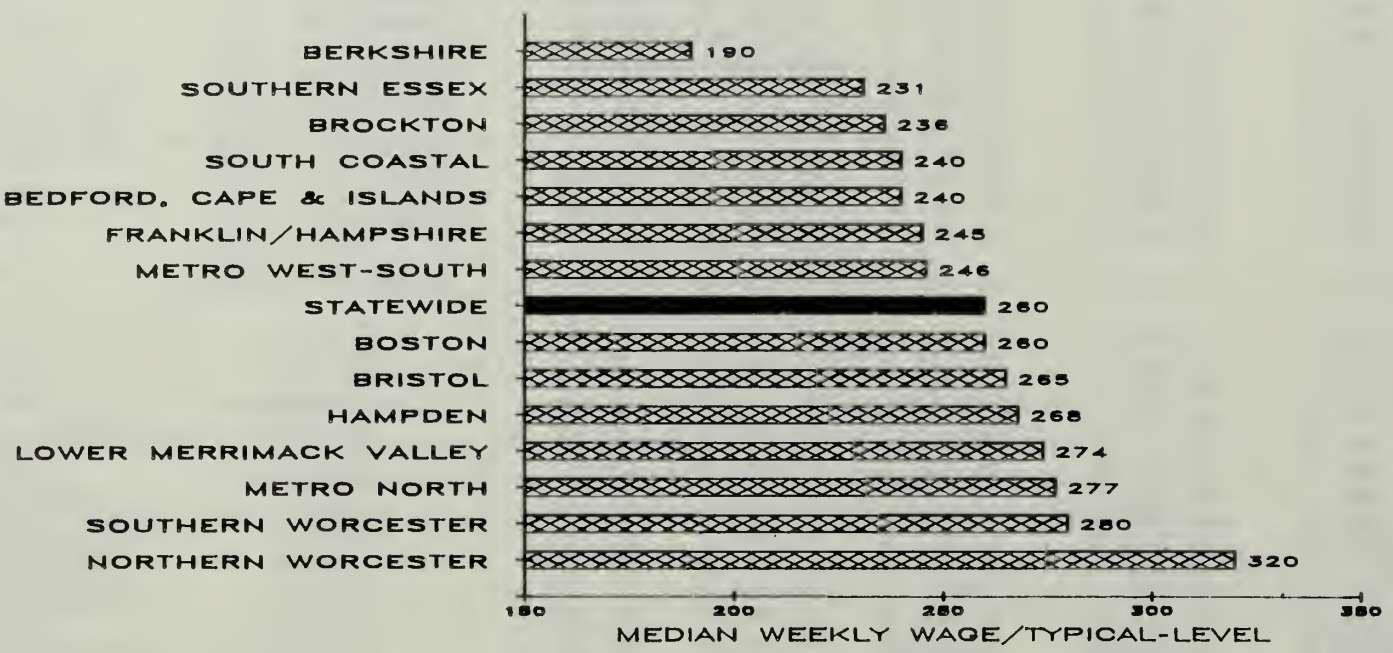


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 227.27	$ 200.00	$ 115.00	$ 576.00	$ 170.00	$ 264.00	901
BERKSHIRE	ALL	$ 189.85	$ 180.00	$ 142.00	$ 440.00	$ 155.00	$ 216.00	39
FRANKLIN - HAMPSHIRE	ALL	$ 207.88	$ 200.00	$ 142.00	$ 400.00	$ 154.00	$ 235.00	43
HAMPDEN	ALL	$ 189.40	$ 175.50	$ 124.25	$ 366.00	$ 150.00	$ 211.00	62
NORTHERN WORCESTER	ALL	$ 226.63	$ 200.00	$ 142.00	$ 480.00	$ 160.00	$ 260.00	57
SOUTHERN WORCESTER	ALL	$ 239.77	$ 220.00	$ 140.00	$ 500.00	$ 180.00	$ 272.00	66
NORTHERN MIDDLESEX	ALL	$ 230.29	$ 200.00	$ 133.00	$ 403.00	$ 170.00	$ 288.00	41
LOWER MERRIMACK VALLEY	ALL	$ 267.46	$ 264.50	$ 142.00	$ 400.00	$ 200.00	$ 320.00	54
SOUTHERN ESSEX	ALL	$ 244.50	$ 230.00	$ 142.00	$ 576.00	$ 180.00	$ 280.00	50
METRO NORTH	ALL	$ 245.58	$ 230.00	$ 134.00	$ 480.00	$ 180.00	$ 294.00	107
BOSTON	ALL	$ 221.04	$ 200.00	$ 142.00	$ 480.00	$ 170.00	$ 240.00	50
METRO WEST - SOUTH	ALL	$ 225.46	$ 200.00	$ 120.00	$ 538.00	$ 175.00	$ 260.00	122
SOUTH COASTAL	ALL	$ 227.70	$ 200.00	$ 115.00	$ 480.00	$ 160.00	$ 250.00	50
BROCKTON	ALL	$ 231.39	$ 200.00	$ 142.00	$ 520.00	$ 180.00	$ 264.00	33
BRISTOL	ALL	$ 201.52	$ 190.00	$ 120.00	$ 410.00	$ 160.00	$ 230.00	62
NEW BEDFORD-CAPE COD & ISL	ALL	$ 234.78	$ 220.00	$ 140.00	$ 456.00	$ 180.00	$ 260.00	59

STATEWIDE	ENTRY	$ 182.48	$ 160.00	$ 115.00	$ 384.00	$ 150.00	$ 200.00	315
BERKSHIRE	ENTRY	$ 153.46	$ 150.00	$ 142.00	$ 180.00	$ 142.00	$ 160.00	13
FRANKLIN - HAMPSHIRE	ENTRY	$ 169.73	$ 153.00	$ 142.00	$ 250.00	$ 142.00	$ 180.00	15
HAMPDEN	ENTRY	$ 153.17	$ 150.00	$ 124.25	$ 200.00	$ 142.00	$ 160.00	22
NORTHERN WORCESTER	ENTRY	$ 179.90	$ 160.00	$ 142.00	$ 260.00	$ 150.00	$ 200.00	20
SOUTHERN WORCESTER	ENTRY	$ 187.21	$ 180.00	$ 140.00	$ 300.00	$ 150.00	$ 200.00	24
NORTHERN MIDDLESEX	ENTRY	$ 187.07	$ 175.00	$ 133.00	$ 260.00	$ 144.00	$ 240.00	14
LOWER MERRIMACK VALLEY	ENTRY	$ 221.94	$ 225.00	$ 142.00	$ 326.00	$ 180.00	$ 260.00	18
SOUTHERN ESSEX	ENTRY	$ 186.47	$ 180.00	$ 142.00	$ 288.00	$ 152.00	$ 200.00	19
METRO NORTH	ENTRY	$ 203.08	$ 180.00	$ 134.00	$ 376.00	$ 160.00	$ 260.00	37
BOSTON	ENTRY	$ 185.39	$ 166.50	$ 142.00	$ 250.00	$ 160.00	$ 220.00	18
METRO WEST - SOUTH	ENTRY	$ 179.12	$ 160.00	$ 120.00	$ 285.00	$ 144.00	$ 200.00	43
SOUTH COASTAL	ENTRY	$ 174.38	$ 160.00	$ 115.00	$ 384.00	$ 150.00	$ 175.00	16
BROCKTON	ENTRY	$ 178.36	$ 160.00	$ 142.00	$ 298.00	$ 154.00	$ 180.00	11
BRISTOL	ENTRY	$ 162.24	$ 156.00	$ 120.00	$ 221.00	$ 142.00	$ 180.00	21
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 189.36	$ 185.00	$ 140.00	$ 298.00	$ 160.00	$ 200.00	22
STATEWIDE	TYPICAL	$ 227.77	$ 200.00	$ 125.00	$ 452.00	$ 180.00	$ 269.00	296
BERKSHIRE	TYPICAL	$ 190.79	$ 190.00	$ 142.00	$ 240.00	$ 160.00	$ 230.00	14
FRANKLIN - HAMPSHIRE	TYPICAL	$ 221.71	$ 200.00	$ 152.00	$ 384.00	$ 160.00	$ 250.00	17
HAMPDEN	TYPICAL	$ 190.16	$ 176.00	$ 140.00	$ 322.00	$ 160.00	$ 200.00	19
NORTHERN WORCESTER	TYPICAL	$ 227.78	$ 200.00	$ 146.00	$ 396.00	$ 180.00	$ 260.00	18
SOUTHERN WORCESTER	TYPICAL	$ 237.09	$ 233.00	$ 160.00	$ 400.00	$ 180.00	$ 270.00	22
NORTHERN MIDDLESEX	TYPICAL	$ 223.92	$ 210.00	$ 142.00	$ 310.00	$ 160.00	$ 269.00	12
LOWER MERRIMACK VALLEY	TYPICAL	$ 263.58	$ 260.00	$ 150.00	$ 384.00	$ 200.00	$ 310.00	19
SOUTHERN ESSEX	TYPICAL	$ 245.21	$ 240.00	$ 160.00	$ 384.00	$ 200.00	$ 280.00	14
METRO NORTH	TYPICAL	$ 240.67	$ 210.50	$ 140.00	$ 400.00	$ 186.00	$ 300.00	36
BOSTON	TYPICAL	$ 226.29	$ 200.00	$ 150.00	$ 375.00	$ 180.00	$ 250.00	17
METRO WEST - SOUTH	TYPICAL	$ 230.18	$ 203.00	$ 150.00	$ 452.00	$ 180.00	$ 260.00	39
SOUTH COASTAL	TYPICAL	$ 234.06	$ 200.00	$ 125.00	$ 436.00	$ 180.00	$ 280.00	18
BROCKTON	TYPICAL	$ 225.27	$ 210.00	$ 154.00	$ 400.00	$ 186.00	$ 220.00	11
BRISTOL	TYPICAL	$ 195.95	$ 185.00	$ 125.00	$ 288.00	$ 170.00	$ 210.00	20
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 239.39	$ 235.00	$ 170.00	$ 452.00	$ 185.00	$ 250.00	18
STATEWIDE	MOST EXPERIENCED	$ 275.42	$ 250.00	$ 129.00	$ 576.00	$ 210.00	$ 326.00	290
BERKSHIRE	MOST EXPERIENCED	$ 228.17	$ 218.00	$ 160.00	$ 440.00	$ 180.00	$ 234.00	12
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 238.55	$ 220.00	$ 160.00	$ 400.00	$ 190.00	$ 250.00	11
HAMPDEN	MOST EXPERIENCED	$ 226.67	$ 220.00	$ 140.00	$ 366.00	$ 180.00	$ 260.00	21
NORTHERN WORCESTER	MOST EXPERIENCED	$ 274.74	$ 240.00	$ 170.00	$ 480.00	$ 200.00	$ 360.00	19
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 305.80	$ 280.00	$ 160.00	$ 500.00	$ 240.00	$ 344.00	20
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 275.73	$ 288.00	$ 160.00	$ 403.00	$ 194.00	$ 340.00	15
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 320.00	$ 346.00	$ 160.00	$ 400.00	$ 280.00	$ 360.00	17
SOUTHERN ESSEX	MOST EXPERIENCED	$ 308.76	$ 280.00	$ 198.00	$ 576.00	$ 220.00	$ 326.00	17
METRO NORTH	MOST EXPERIENCED	$ 297.03	$ 264.00	$ 175.00	$ 480.00	$ 240.00	$ 360.00	34
BOSTON	MOST EXPERIENCED	$ 257.87	$ 240.00	$ 180.00	$ 480.00	$ 200.00	$ 260.00	15
METRO WEST - SOUTH	MOST EXPERIENCED	$ 270.68	$ 240.00	$ 170.00	$ 538.00	$ 200.00	$ 280.00	40
SOUTH COASTAL	MOST EXPERIENCED	$ 273.88	$ 240.00	$ 129.00	$ 480.00	$ 200.00	$ 264.00	16
BROCKTON	MOST EXPERIENCED	$ 290.55	$ 264.00	$ 186.00	$ 520.00	$ 230.00	$ 280.00	11
BRISTOL	MOST EXPERIENCED	$ 246.10	$ 234.00	$ 165.00	$ 410.00	$ 190.00	$ 280.00	21
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 282.95	$ 259.00	$ 200.00	$ 456.00	$ 222.00	$ 310.00	19

* MEANS LESS THAN 6 RESPONSES

STOCK CLERKS - STOCKROOM, WAREHOUSE OR STORAGE YARD

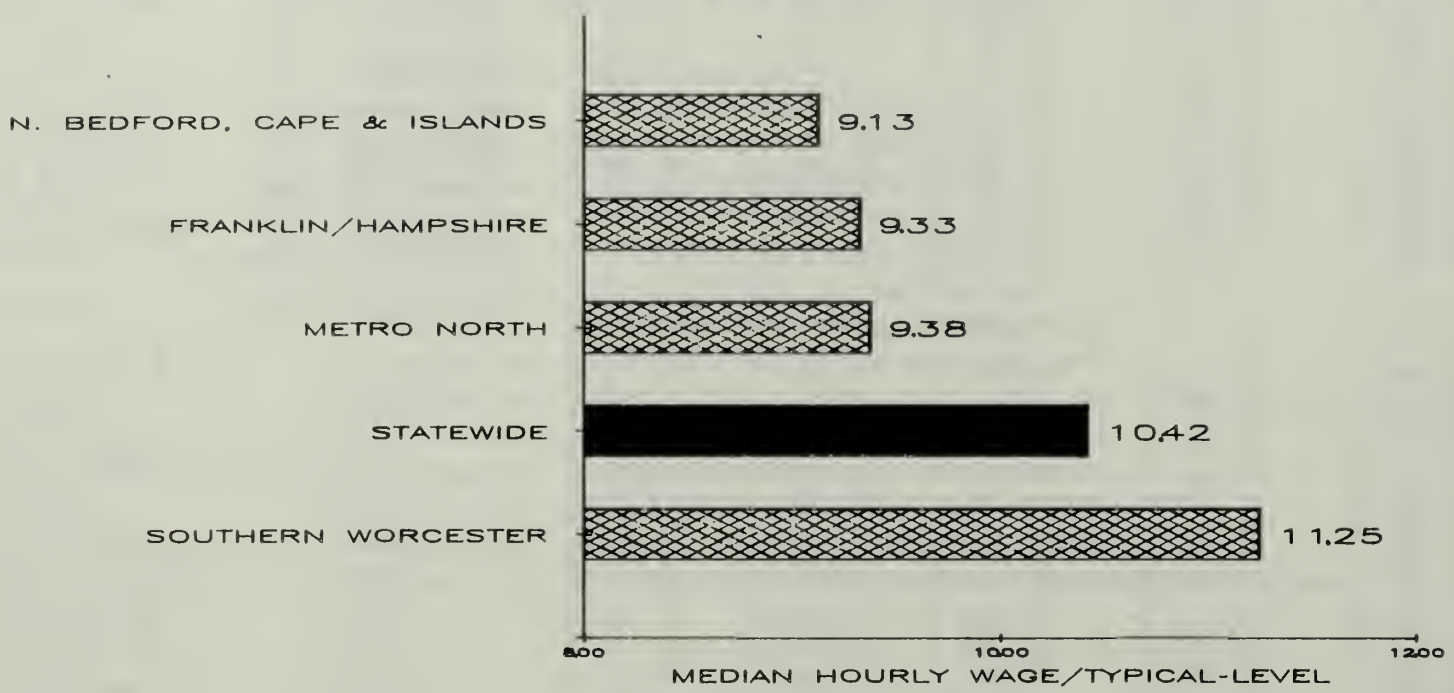


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 275.48	$ 260.00	$ 134.00	$ 962.00	$ 200.00	$ 320.00	658
BERKSHIRE	ALL	$ 246.71	$ 200.00	$ 142.00	$ 427.00	$ 142.00	$ 320.00	17
FRANKLIN - HAMPSHIRE	ALL	$ 272.23	$ 244.80	$ 142.00	$ 667.00	$ 199.00	$ 320.00	33
HAMPDEN	ALL	$ 279.90	$ 265.00	$ 142.00	$ 588.00	$ 180.00	$ 360.00	44
NORTHERN WORCESTER	ALL	$ 308.80	$ 320.00	$ 170.00	$ 483.00	$ 220.00	$ 380.00	25
SOUTHERN WORCESTER	ALL	$ 298.90	$ 300.00	$ 142.00	$ 500.00	$ 210.00	$ 358.00	42
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ 271.38	$ 279.00	$ 142.00	$ 480.00	$ 220.00	$ 300.00	47
SOUTHERN ESSEX	ALL	$ 265.17	$ 240.00	$ 150.00	$ 962.00	$ 200.00	$ 290.00	41
METRO NORTH	ALL	$ 288.04	$ 260.00	$ 148.00	$ 546.00	$ 231.00	$ 320.00	52
BOSTON	ALL	$ 282.92	$ 260.00	$ 163.00	$ 546.00	$ 225.00	$ 300.00	49
METRO WEST - SOUTH	ALL	$ 268.82	$ 258.81	$ 134.00	$ 481.60	$ 212.00	$ 320.00	90
SOUTH COASTAL	ALL	$ 276.89	$ 249.00	$ 140.00	$ 515.60	$ 202.00	$ 320.00	74
BROCKTON	ALL	$ 233.21	$ 239.00	$ 150.00	$ 312.00	$ 190.00	$ 270.00	19
BRISTOL	ALL	$ 274.15	$ 267.00	$ 142.00	$ 512.00	$ 200.00	$ 319.00	60
NEW BEDFORD-CAPE COD & ISL	ALL	$ 269.42	$ 240.12	$ 150.00	$ 463.89	$ 200.00	$ 320.00	48

STATEWIDE	ENTRY	$ 227.15	$ 206.00	$ 134.00	$ 446.80	$ 180.00	$ 260.00	223
BERKSHIRE	ENTRY	$ 207.67	$ 161.00	$ 142.00	$ 320.00	$ 142.00	$ 320.00	6
FRANKLIN - HAMPSHIRE	ENTRY	$ 222.18	$ 206.00	$ 142.00	$ 396.00	$ 142.00	$ 249.00	11
HAMPDEN	ENTRY	$ 233.69	$ 200.00	$ 142.00	$ 423.00	$ 150.00	$ 320.00	15
NORTHERN WORCESTER	ENTRY	$ 254.00	$ 240.00	$ 170.00	$ 362.00	$ 180.00	$ 320.00	8
SOUTHERN WORCESTER	ENTRY	$ 240.86	$ 210.00	$ 142.00	$ 320.00	$ 200.00	$ 312.00	14
NORTHERN MIDDLESEX	ENTRY	$ 214.00	$ 209.00	$ 152.00	$ 286.00	$ 153.00	$ 275.00	6
LOWER MERRIMACK VALLEY	ENTRY	$ 230.94	$ 221.50	$ 142.00	$ 384.00	$ 200.00	$ 240.00	18
SOUTHERN ESSEX	ENTRY	$ 203.27	$ 200.00	$ 150.00	$ 279.00	$ 178.00	$ 210.00	15
METRO NORTH	ENTRY	$ 236.50	$ 230.00	$ 148.00	$ 410.00	$ 197.00	$ 260.00	18
BOSTON	ENTRY	$ 240.94	$ 230.00	$ 163.00	$ 410.00	$ 200.00	$ 257.00	16
METRO WEST - SOUTH	ENTRY	$ 225.65	$ 204.00	$ 134.00	$ 446.80	$ 197.00	$ 240.00	30
SOUTH COASTAL	ENTRY	$ 234.48	$ 202.00	$ 140.00	$ 437.00	$ 180.00	$ 269.00	23
BROCKTON	ENTRY	$ 200.00	$ 200.50	$ 150.00	$ 250.00	$ 160.00	$ 239.00	6
BRISTOL	ENTRY	$ 226.35	$ 210.00	$ 142.00	$ 431.00	$ 160.00	$ 256.00	20
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 209.59	$ 200.00	$ 150.00	$ 350.00	$ 160.00	$ 240.00	17
STATEWIDE	TYPICAL	$ 275.92	$ 260.00	$ 142.00	$ 510.00	$ 220.00	$ 320.00	223
BERKSHIRE	TYPICAL	$ 256.00	$ 190.00	$ 142.00	$ 427.00	$ 160.00	$ 427.00	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ 261.45	$ 244.80	$ 146.00	$ 457.00	$ 170.00	$ 300.00	13
HAMPDEN	TYPICAL	$ 277.66	$ 267.50	$ 154.00	$ 442.00	$ 200.00	$ 360.00	14
NORTHERN WORCESTER	TYPICAL	$ 314.80	$ 320.00	$ 180.00	$ 427.00	$ 220.00	$ 410.00	10
SOUTHERN WORCESTER	TYPICAL	$ 304.47	$ 280.00	$ 160.00	$ 427.00	$ 252.00	$ 346.00	15
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ 277.07	$ 274.00	$ 170.00	$ 480.00	$ 240.00	$ 280.00	14
SOUTHERN ESSEX	TYPICAL	$ 250.08	$ 231.00	$ 160.00	$ 380.00	$ 200.00	$ 260.00	13
METRO NORTH	TYPICAL	$ 292.56	$ 277.00	$ 180.00	$ 481.00	$ 231.00	$ 320.00	18
BOSTON	TYPICAL	$ 282.28	$ 260.00	$ 197.00	$ 481.00	$ 250.00	$ 298.00	18
METRO WEST - SOUTH	TYPICAL	$ 266.18	$ 246.00	$ 146.00	$ 481.60	$ 230.00	$ 280.00	31
SOUTH COASTAL	TYPICAL	$ 276.38	$ 240.00	$ 142.00	$ 510.00	$ 211.00	$ 320.00	26
BROCKTON	TYPICAL	$ 231.17	$ 236.00	$ 180.00	$ 275.00	$ 190.00	$ 270.00	6
BRISTOL	TYPICAL	$ 273.95	$ 265.00	$ 166.00	$ 489.00	$ 210.00	$ 286.00	19
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 281.06	$ 240.00	$ 180.00	$ 463.89	$ 214.00	$ 320.00	15
STATEWIDE	MOST EXPERIENCED	$ 325.86	$ 307.50	$ 142.00	$ 962.00	$ 260.00	$ 382.00	212
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 348.98	$ 360.00	$ 180.00	$ 667.00	$ 206.00	$ 427.00	9
HAMPDEN	MOST EXPERIENCED	$ 328.19	$ 350.00	$ 160.00	$ 588.00	$ 220.00	$ 410.00	15
NORTHERN WORCESTER	MOST EXPERIENCED	$ 362.86	$ 360.00	$ 190.00	$ 483.00	$ 340.00	$ 380.00	7
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 355.00	$ 358.00	$ 218.00	$ 500.00	$ 294.00	$ 427.00	13
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 330.33	$ 346.00	$ 182.00	$ 400.00	$ 326.00	$ 382.00	6
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 314.60	$ 307.00	$ 220.00	$ 425.00	$ 280.00	$ 320.00	15
SOUTHERN ESSEX	MOST EXPERIENCED	$ 351.69	$ 294.00	$ 200.00	$ 962.00	$ 240.00	$ 326.00	13
METRO NORTH	MOST EXPERIENCED	$ 340.94	$ 304.00	$ 230.00	$ 546.00	$ 258.00	$ 400.00	16
BOSTON	MOST EXPERIENCED	$ 328.47	$ 300.00	$ 200.00	$ 546.00	$ 260.00	$ 330.00	15
METRO WEST - SOUTH	MOST EXPERIENCED	$ 316.30	$ 300.00	$ 200.00	$ 481.60	$ 262.00	$ 360.00	29
SOUTH COASTAL	MOST EXPERIENCED	$ 316.42	$ 280.00	$ 200.00	$ 515.60	$ 240.00	$ 400.00	25
BROCKTON	MOST EXPERIENCED	$ 263.43	$ 275.00	$ 200.00	$ 312.00	$ 200.00	$ 286.00	7
BRISTOL	MOST EXPERIENCED	$ 319.87	$ 306.00	$ 180.00	$ 512.00	$ 230.00	$ 371.25	21
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 322.08	$ 308.50	$ 200.00	$ 450.00	$ 240.23	$ 400.00	16

* MEANS LESS THAN 6 RESPONSES

SUPERVISORS AND MANAGERS - SERVICE

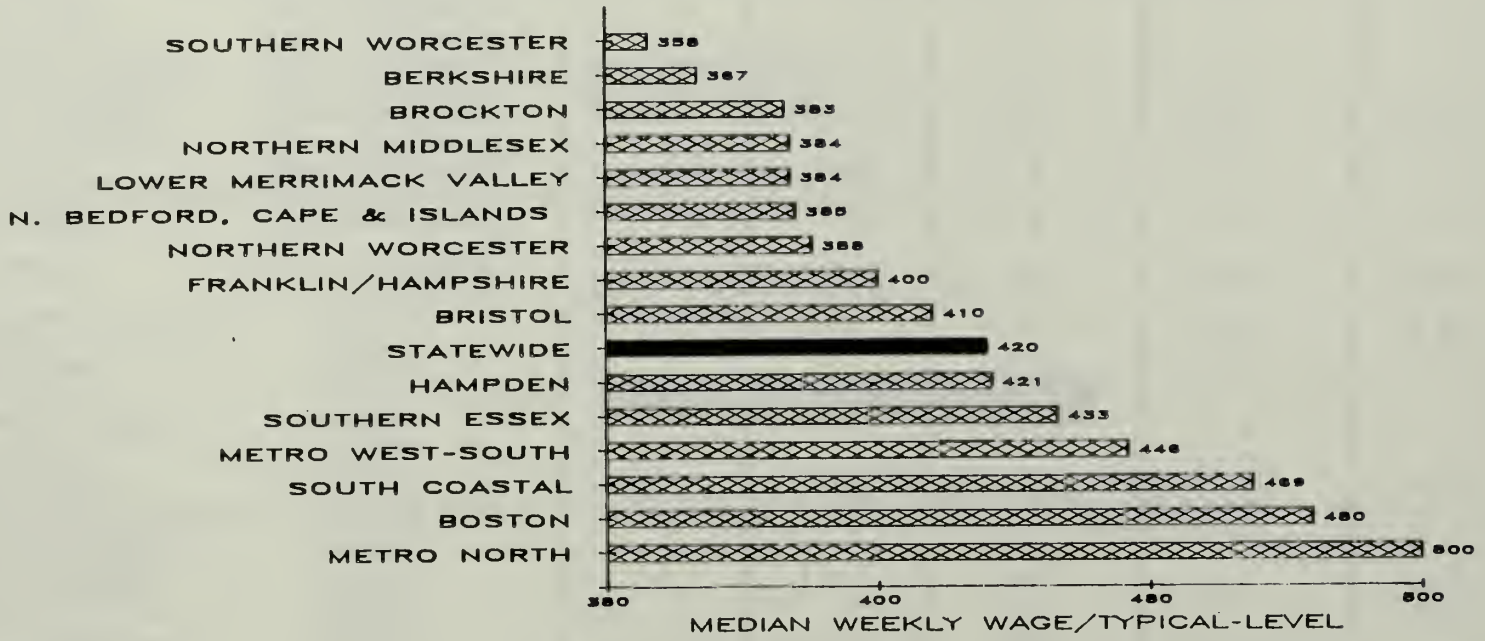


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 10.80	$ 10.00	$ 4.05	$ 25.00	$ 8.17	$ 12.50	153
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 10.07	$ 9.50	$ 5.60	$ 16.00	$ 7.50	$ 12.00	16
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 10.90	$ 10.63	$ 5.00	$ 16.83	$ 9.38	$ 12.50	18
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 11.44	$ 10.00	$ 7.00	$ 22.60	$ 7.70	$ 12.50	15
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ 9.07	$ 8.75	$ 6.00	$ 12.95	$ 7.51	$ 10.00	19

STATEWIDE	ENTRY	$ 8.57	$ 8.17	$ 4.05	$ 16.25	$ 6.95	$ 10.00	47
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 8.98	$ 9.69	$ 5.00	$ 11.50	$ 8.00	$ 10.00	6
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 7.26	$ 7.61	$ 6.00	$ 8.13	$ 6.25	$ 8.00	6
STATEWIDE	TYPICAL	$ 11.12	$ 10.42	$ 5.51	$ 21.63	$ 8.75	$ 12.50	56
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ 9.74	$ 9.33	$ 6.30	$ 13.00	$ 8.50	$ 12.00	6
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 11.07	$ 11.25	$ 7.00	$ 15.37	$ 10.00	$ 11.54	6
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 10.64	$ 9.38	$ 7.50	$ 19.23	$ 7.70	$ 10.63	6
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 9.16	$ 9.13	$ 6.25	$ 11.84	$ 8.65	$ 10.00	6
STATEWIDE	MOST EXPERIENCED	$ 12.54	$ 12.26	$ 5.60	$ 25.00	$ 10.00	$ 15.00	50
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 12.65	$ 12.63	$ 7.00	$ 16.83	$ 10.00	$ 16.82	6
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 10.54	$ 10.57	$ 7.00	$ 12.95	$ 10.00	$ 11.25	7

* MEANS LESS THAN 6 RESPONSES

SUPERVISORS AND MANAGER/SUPERVISORS - CLERICAL/ADMINISTRATIVE SUPPORT

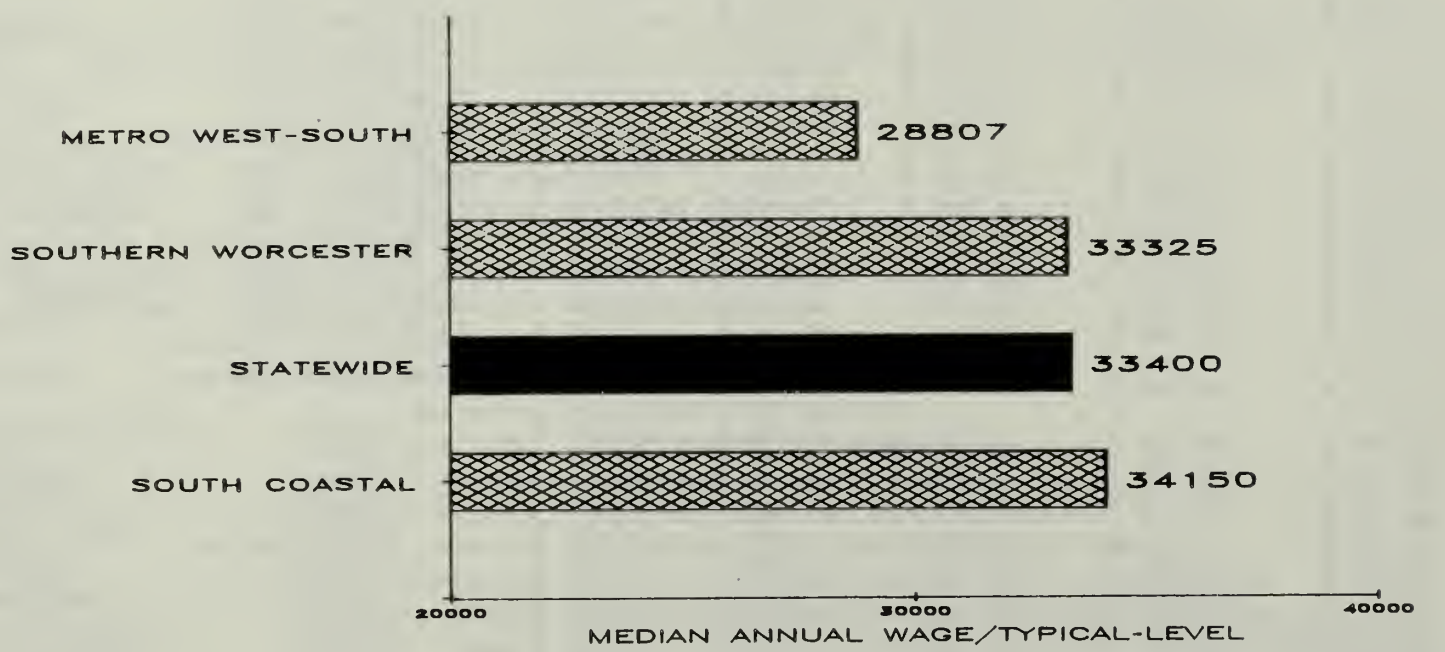


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 436.52	$ 400.00	$ 140.00	$1923.08	$ 326.00	$ 500.00	886
BERKSHIRE	ALL	$ 374.79	$ 365.00	$ 172.00	$ 665.00	$ 270.00	$ 456.00	34
FRANKLIN - HAMPSHIRE	ALL	$ 413.78	$ 400.00	$ 160.00	$ 826.00	$ 300.00	$ 500.00	37
HAMPDEN	ALL	$ 467.84	$ 433.50	$ 230.00	$ 952.00	$ 346.00	$ 561.00	56
NORTHERN WORCESTER	ALL	$ 398.35	$ 360.00	$ 198.83	$ 968.00	$ 320.00	$ 450.00	43
SOUTHERN WORCESTER	ALL	$ 379.45	$ 350.00	$ 140.00	$ 665.00	$ 300.00	$ 450.00	87
NORTHERN MIDDLESEX	ALL	$ 428.30	$ 384.00	$ 200.00	$ 961.00	$ 330.00	$ 480.00	56
LOWER MERRIMACK VALLEY	ALL	$ 399.44	$ 360.00	$ 200.00	$ 769.00	$ 300.00	$ 460.00	71
SOUTHERN ESSEX	ALL	$ 408.63	$ 384.31	$ 230.00	$ 961.00	$ 336.00	$ 480.00	50
METRO NORTH	ALL	$ 548.72	$ 500.00	$ 248.00	$1730.77	$ 400.00	$ 650.00	72
BOSTON	ALL	$ 498.69	$ 480.00	$ 148.00	$1923.08	$ 380.00	$ 557.00	73
METRO WEST - SOUTH	ALL	$ 456.69	$ 415.00	$ 200.00	$ 874.00	$ 350.00	$ 538.00	97
SOUTH COASTAL	ALL	$ 442.13	$ 423.00	$ 160.00	$ 874.00	$ 346.00	$ 519.00	63
BROCKTON	ALL	$ 424.19	$ 392.00	$ 250.00	$ 675.00	$ 310.00	$ 500.00	32
BRISTOL	ALL	$ 415.09	$ 391.00	$ 180.00	$ 867.00	$ 300.00	$ 500.00	62
NEW BEDFORD-CAPE COD & ISL	ALL	$ 412.15	$ 380.00	$ 251.00	$ 793.00	$ 330.00	$ 450.00	51

STATEWIDE	ENTRY	$ 354.37	$ 326.00	$ 140.00	$ 875.00	$ 288.00	$ 400.00	270
BERKSHIRE	ENTRY	$ 307.44	$ 288.00	$ 172.00	$ 456.00	$ 200.00	$ 400.00	9
FRANKLIN - HAMPSHIRE	ENTRY	$ 334.42	$ 343.00	$ 160.00	$ 557.00	$ 230.00	$ 400.00	12
HAMPDEN	ENTRY	$ 366.76	$ 346.00	$ 230.00	$ 875.00	$ 275.00	$ 400.00	17
NORTHERN WORCESTER	ENTRY	$ 328.54	$ 320.00	$ 200.00	$ 456.00	$ 300.00	$ 350.00	13
SOUTHERN WORCESTER	ENTRY	$ 317.81	$ 288.00	$ 140.00	$ 538.00	$ 250.00	$ 400.00	27
NORTHERN MIDDLESEX	ENTRY	$ 336.82	$ 320.00	$ 200.00	$ 500.00	$ 288.00	$ 384.00	17
LOWER MERRIMACK VALLEY	ENTRY	$ 332.27	$ 320.00	$ 200.00	$ 600.00	$ 250.00	$ 350.00	22
SOUTHERN ESSEX	ENTRY	$ 317.55	$ 322.50	$ 230.00	$ 400.00	$ 288.00	$ 346.00	14
METRO NORTH	ENTRY	$ 456.03	$ 457.00	$ 260.00	$ 769.23	$ 320.00	$ 519.00	21
BOSTON	ENTRY	$ 402.41	$ 392.00	$ 230.00	$ 557.00	$ 323.00	$ 479.00	20
METRO WEST - SOUTH	ENTRY	$ 375.87	$ 375.00	$ 200.00	$ 600.00	$ 300.00	$ 400.00	31
SOUTH COASTAL	ENTRY	$ 367.56	$ 362.31	$ 160.00	$ 600.00	$ 285.00	$ 423.00	20
BROCKTON	ENTRY	$ 334.62	$ 302.61	$ 250.00	$ 469.00	$ 290.00	$ 384.00	10
BRISTOL	ENTRY	$ 320.16	$ 296.50	$ 180.00	$ 542.00	$ 230.00	$ 381.00	20
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 350.28	$ 325.00	$ 251.00	$ 661.00	$ 300.00	$ 355.80	17
STATEWIDE	TYPICAL	$ 431.01	$ 420.00	$ 148.00	$ 966.54	$ 340.00	$ 500.00	319
BERKSHIRE	TYPICAL	$ 373.57	$ 367.00	$ 200.00	$ 561.00	$ 270.00	$ 480.00	14
FRANKLIN - HAMPSHIRE	TYPICAL	$ 401.71	$ 400.00	$ 235.00	$ 711.00	$ 280.00	$ 475.00	14
HAMPDEN	TYPICAL	$ 457.25	$ 421.00	$ 280.00	$ 914.00	$ 350.00	$ 500.00	20
NORTHERN WORCESTER	TYPICAL	$ 397.00	$ 387.50	$ 198.83	$ 561.00	$ 340.00	$ 456.12	18
SOUTHERN WORCESTER	TYPICAL	$ 380.05	$ 357.50	$ 160.00	$ 576.00	$ 300.00	$ 447.50	30
NORTHERN MIDDLESEX	TYPICAL	$ 413.16	$ 384.00	$ 240.00	$ 600.00	$ 340.00	$ 480.00	19
LOWER MERRIMACK VALLEY	TYPICAL	$ 404.40	$ 384.00	$ 240.00	$ 700.00	$ 340.00	$ 446.00	25
SOUTHERN ESSEX	TYPICAL	$ 404.51	$ 433.00	$ 288.00	$ 505.00	$ 340.00	$ 450.00	18
METRO NORTH	TYPICAL	$ 514.27	$ 500.00	$ 248.00	$ 966.54	$ 400.00	$ 576.00	28
BOSTON	TYPICAL	$ 466.19	$ 480.00	$ 148.00	$ 785.00	$ 400.00	$ 538.00	28
METRO WEST - SOUTH	TYPICAL	$ 459.75	$ 446.00	$ 220.00	$ 800.00	$ 350.00	$ 519.00	32
SOUTH COASTAL	TYPICAL	$ 446.96	$ 469.00	$ 200.00	$ 685.00	$ 355.00	$ 500.00	22
BROCKTON	TYPICAL	$ 413.85	$ 383.25	$ 289.00	$ 573.00	$ 340.00	$ 500.00	10
BRISTOL	TYPICAL	$ 431.61	$ 410.00	$ 220.00	$ 704.00	$ 340.00	$ 498.00	23
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 420.12	$ 385.00	$ 325.00	$ 793.00	$ 340.00	$ 440.00	17
STATEWIDE	MOST EXPERIENCED	$ 517.11	$ 500.00	$ 200.00	$1923.08	$ 375.00	$ 600.00	297
BERKSHIRE	MOST EXPERIENCED	$ 431.45	$ 388.00	$ 258.00	$ 665.00	$ 300.00	$ 515.00	11
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 515.73	$ 500.00	$ 250.00	$ 826.00	$ 320.00	$ 600.00	11
HAMPDEN	MOST EXPERIENCED	$ 569.42	$ 559.00	$ 320.00	$ 952.00	$ 461.00	$ 600.00	19
NORTHERN WORCESTER	MOST EXPERIENCED	$ 476.00	$ 400.00	$ 260.00	$ 968.00	$ 350.00	$ 549.00	12
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 434.33	$ 421.50	$ 200.00	$ 665.00	$ 340.00	$ 520.00	30
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 520.45	$ 465.00	$ 280.00	$ 961.00	$ 360.00	$ 600.00	20
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 455.83	$ 425.00	$ 280.00	$ 769.00	$ 360.00	$ 500.00	24
SOUTHERN ESSEX	MOST EXPERIENCED	$ 483.59	$ 500.00	$ 240.00	$ 961.00	$ 365.00	$ 538.00	18
METRO NORTH	MOST EXPERIENCED	$ 675.27	$ 610.00	$ 340.00	$1730.77	$ 440.00	$ 769.00	23
BOSTON	MOST EXPERIENCED	$ 612.11	$ 576.00	$ 269.00	$1923.08	$ 480.00	$ 650.00	25
METRO WEST - SOUTH	MOST EXPERIENCED	$ 527.50	$ 500.00	$ 240.00	$ 874.00	$ 400.00	$ 635.00	34
SOUTH COASTAL	MOST EXPERIENCED	$ 508.11	$ 500.00	$ 240.00	$ 874.00	$ 375.00	$ 598.00	21
BROCKTON	MOST EXPERIENCED	$ 507.45	$ 500.00	$ 350.00	$ 675.00	$ 370.00	$ 623.00	12
BRISTOL	MOST EXPERIENCED	$ 495.01	$ 450.00	$ 253.12	$ 867.00	$ 370.00	$ 600.00	19
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 466.06	$ 450.00	$ 333.00	$ 793.00	$ 350.00	$ 500.00	17

* MEANS LESS THAN 6 RESPONSES

SYSTEMS ANALYSTS, ELECTRONIC DATA PROCESSING

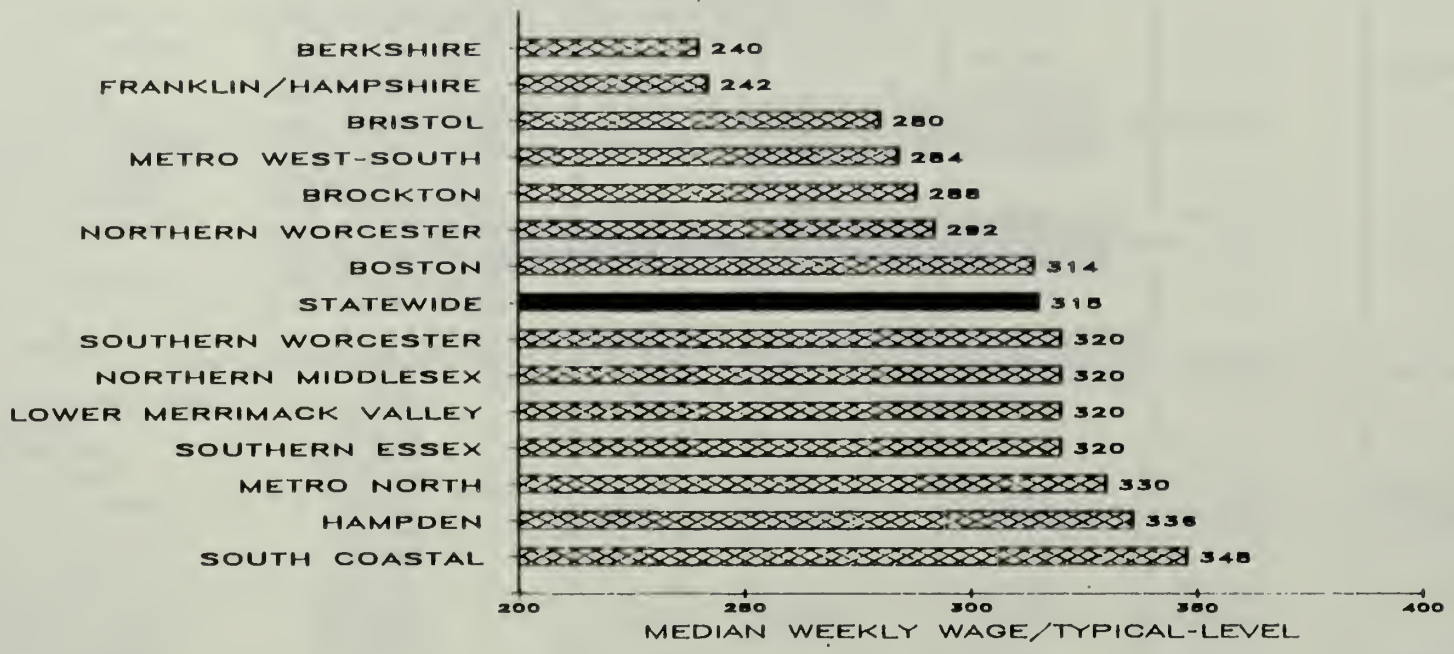


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 32,363	$ 31,936	$ 16,900	$ 61,500	$ 26,400	$ 37,388	155
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 32,613	$ 32,500	$ 20,800	$ 40,700	$ 27,600	$ 37,388	17
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 31,557	$ 31,650	$ 17,500	$ 50,000	$ 24,300	$ 37,975	29
SOUTH COASTAL	ALL	$ 31,500	$ 30,100	$ 20,000	$ 43,400	$ 25,200	$ 36,200	16
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 23,981	$ 24,300	$ 17,500	$ 31,650	$ 19,500	$ 25,500	9
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 31,596	$ 33,400	$ 18,500	$ 51,300	$ 26,000	$ 34,150	56
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 32,992	$ 33,325	$ 31,000	$ 34,150	$ 32,000	$ 34,150	6
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 29,008	$ 28,807	$ 20,500	$ 37,975	$ 24,000	$ 34,150	10
SOUTH COASTAL	TYPICAL	$ 32,450	$ 34,150	$ 25,000	$ 40,000	$ 25,200	$ 36,200	6
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 38,750	$ 40,700	$ 20,800	$ 61,500	$ 34,282	$ 40,700	53
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 36,381	$ 39,350	$ 20,800	$ 40,700	$ 37,388	$ 40,700	6
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 40,924	$ 40,700	$ 34,282	$ 50,000	$ 36,000	$ 44,300	10
SOUTH COASTAL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

TRAFFIC, SHIPPING AND RECEIVING CLERKS

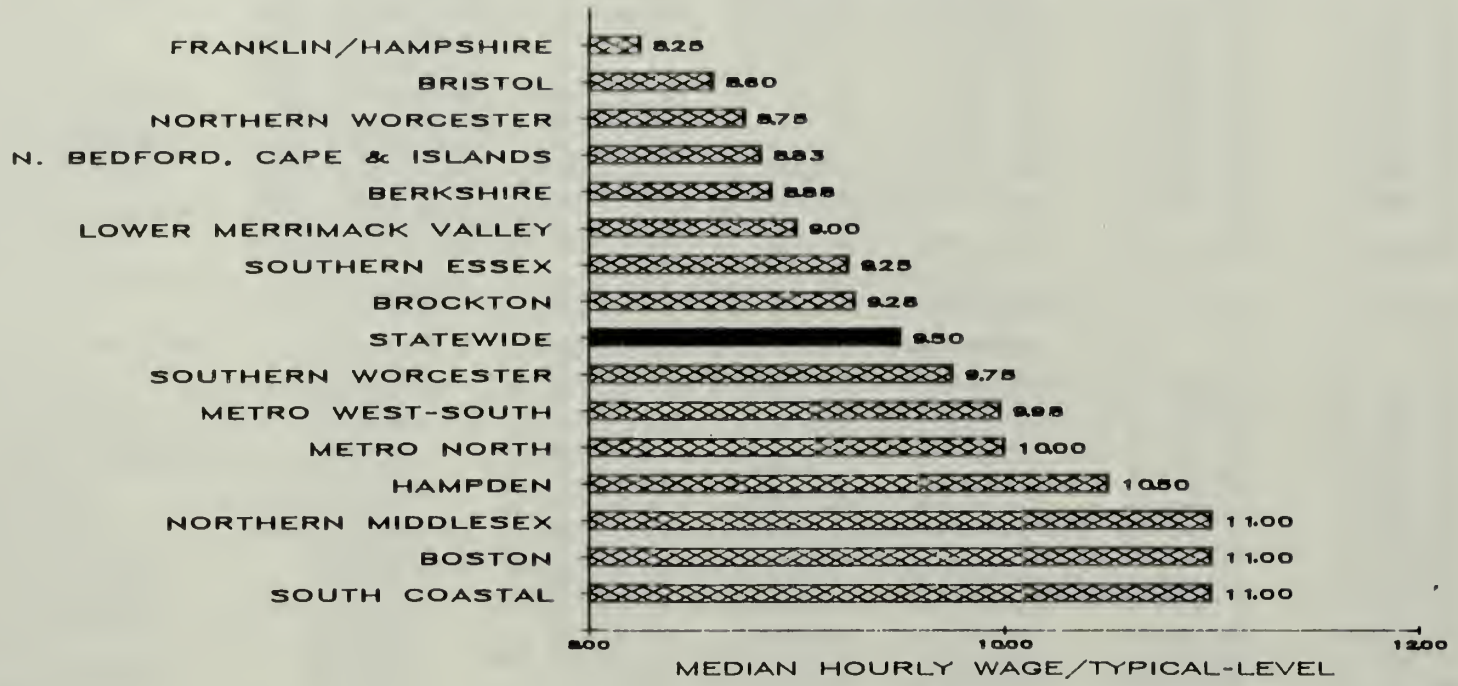


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 317.02	$ 300.00	$ 134.00	$ 961.00	$ 240.00	$ 360.00	567
BERKSHIRE	ALL	$ 271.83	$ 240.00	$ 142.00	$ 467.00	$ 200.00	$ 300.00	24
FRANKLIN - HAMPSHIRE	ALL	$ 273.93	$ 269.00	$ 134.00	$ 467.00	$ 173.00	$ 317.00	15
HAMPDEN	ALL	$ 325.81	$ 319.00	$ 142.00	$ 562.00	$ 240.00	$ 385.00	47
NORTHERN WORCESTER	ALL	$ 316.26	$ 300.00	$ 210.00	$ 467.00	$ 280.00	$ 340.00	23
SOUTHERN WORCESTER	ALL	$ 331.38	$ 320.00	$ 160.00	$ 576.00	$ 240.00	$ 412.00	52
NORTHERN MIDDLESEX	ALL	$ 318.61	$ 320.00	$ 162.00	$ 447.00	$ 290.00	$ 350.00	23
LOWER MERRIMACK VALLEY	ALL	$ 311.67	$ 314.50	$ 200.00	$ 550.00	$ 269.00	$ 336.00	54
SOUTHERN ESSEX	ALL	$ 330.93	$ 300.00	$ 162.00	$ 885.00	$ 230.00	$ 384.00	35
METRO NORTH	ALL	$ 337.51	$ 325.00	$ 192.00	$ 700.00	$ 269.00	$ 360.00	53
BOSTON	ALL	$ 373.33	$ 304.00	$ 173.00	$ 961.00	$ 247.00	$ 485.60	55
METRO WEST - SOUTH	ALL	$ 289.00	$ 280.00	$ 142.00	$ 577.00	$ 225.00	$ 341.00	66
SOUTH COASTAL	ALL	$ 324.46	$ 323.00	$ 150.00	$ 488.00	$ 260.00	$ 400.00	34
BROCKTON	ALL	$ 304.27	$ 286.50	$ 180.00	$ 484.00	$ 231.00	$ 330.00	24
BRISTOL	ALL	$ 279.95	$ 276.00	$ 156.00	$ 492.00	$ 224.00	$ 321.00	41
NEW BEDFORD-CAPE COD & ISL	ALL	$ 288.85	$ 280.00	$ 156.00	$ 426.00	$ 230.75	$ 350.00	15

STATEWIDE	ENTRY	$ 262.36	$ 241.00	$ 134.00	$ 673.08	$ 200.00	$ 300.00	187
BERKSHIRE	ENTRY	$ 229.00	$ 215.00	$ 142.00	$ 350.00	$ 160.00	$ 240.00	8
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 260.44	$ 240.00	$ 142.00	$ 450.00	$ 191.00	$ 288.00	16
NORTHERN WORCESTER	ENTRY	$ 273.75	$ 270.00	$ 210.00	$ 350.00	$ 240.00	$ 300.00	8
SOUTHERN WORCESTER	ENTRY	$ 269.33	$ 221.00	$ 160.00	$ 461.00	$ 200.00	$ 350.00	15
NORTHERN MIDDLESEX	ENTRY	$ 262.63	$ 279.50	$ 162.00	$ 300.00	$ 230.00	$ 300.00	8
LOWER MERRIMACK VALLEY	ENTRY	$ 273.78	$ 283.00	$ 200.00	$ 379.00	$ 240.00	$ 300.00	18
SOUTHERN ESSEX	ENTRY	$ 272.64	$ 225.00	$ 162.00	$ 417.31	$ 200.00	$ 320.00	13
METRO NORTH	ENTRY	$ 291.43	$ 300.00	$ 192.00	$ 500.00	$ 200.00	$ 327.00	17
BOSTON	ENTRY	$ 299.13	$ 241.00	$ 173.00	$ 673.08	$ 215.00	$ 300.00	19
METRO WEST - SOUTH	ENTRY	$ 226.11	$ 220.00	$ 142.00	$ 350.00	$ 192.00	$ 250.00	20
SOUTH COASTAL	ENTRY	$ 260.03	$ 255.00	$ 150.00	$ 350.00	$ 240.00	$ 288.00	12
BROCKTON	ENTRY	$ 264.83	$ 230.50	$ 180.00	$ 480.00	$ 200.00	$ 285.00	8
BRISTOL	ENTRY	$ 221.75	$ 220.00	$ 156.00	$ 350.00	$ 165.00	$ 250.00	12
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 247.67	$ 220.00	$ 156.00	$ 390.00	$ 200.00	$ 300.00	6
STATEWIDE	TYPICAL	$ 318.40	$ 315.00	$ 160.00	$ 673.08	$ 255.00	$ 350.00	203
BERKSHIRE	TYPICAL	$ 270.33	$ 240.00	$ 160.00	$ 467.00	$ 160.00	$ 280.00	9
FRANKLIN - HAMPSHIRE	TYPICAL	$ 268.67	$ 241.50	$ 172.00	$ 467.00	$ 173.00	$ 317.00	6
HAMPDEN	TYPICAL	$ 338.63	$ 336.00	$ 176.00	$ 538.00	$ 240.00	$ 360.00	16
NORTHERN WORCESTER	TYPICAL	$ 314.56	$ 292.00	$ 280.00	$ 467.00	$ 280.00	$ 320.00	9
SOUTHERN WORCESTER	TYPICAL	$ 330.55	$ 320.00	$ 220.00	$ 519.00	$ 248.00	$ 350.00	20
NORTHERN MIDDLESEX	TYPICAL	$ 316.00	$ 320.00	$ 290.00	$ 330.00	$ 307.00	$ 320.00	7
LOWER MERRIMACK VALLEY	TYPICAL	$ 297.71	$ 320.00	$ 221.00	$ 360.00	$ 260.00	$ 320.00	17
SOUTHERN ESSEX	TYPICAL	$ 323.58	$ 320.00	$ 230.00	$ 455.39	$ 240.00	$ 360.00	11
METRO NORTH	TYPICAL	$ 345.40	$ 330.00	$ 225.00	$ 600.00	$ 260.00	$ 360.00	21
BOSTON	TYPICAL	$ 369.98	$ 314.50	$ 230.00	$ 673.08	$ 255.00	$ 490.00	18
METRO WEST - SOUTH	TYPICAL	$ 287.31	$ 284.00	$ 160.00	$ 467.00	$ 240.00	$ 321.42	25
SOUTH COASTAL	TYPICAL	$ 343.66	$ 348.00	$ 160.00	$ 467.00	$ 280.00	$ 407.00	14
BROCKTON	TYPICAL	$ 300.75	$ 288.00	$ 220.00	$ 480.00	$ 234.00	$ 326.00	8
BRISTOL	TYPICAL	$ 297.12	$ 280.00	$ 170.00	$ 492.00	$ 224.00	$ 325.00	17
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 373.17	$ 350.00	$ 200.00	$ 961.00	$ 298.00	$ 420.00	177
BERKSHIRE	MOST EXPERIENCED	$ 322.71	$ 300.00	$ 216.00	$ 467.00	$ 240.00	$ 300.00	7
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 381.87	$ 360.00	$ 230.00	$ 562.00	$ 280.00	$ 467.00	15
NORTHERN WORCESTER	MOST EXPERIENCED	$ 375.50	$ 365.00	$ 316.00	$ 467.00	$ 340.00	$ 400.00	6
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 387.12	$ 400.00	$ 220.00	$ 576.00	$ 294.00	$ 467.00	17
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 376.88	$ 360.00	$ 325.00	$ 447.00	$ 350.00	$ 378.00	8
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 360.05	$ 357.00	$ 240.00	$ 550.00	$ 311.00	$ 370.00	19
SOUTHERN ESSEX	MOST EXPERIENCED	$ 407.18	$ 350.00	$ 200.00	$ 885.00	$ 272.00	$ 384.00	11
METRO NORTH	MOST EXPERIENCED	$ 378.69	$ 350.00	$ 250.00	$ 700.00	$ 320.00	$ 400.00	15
BOSTON	MOST EXPERIENCED	$ 455.00	$ 400.00	$ 240.00	$ 961.00	$ 300.00	$ 550.00	18
METRO WEST - SOUTH	MOST EXPERIENCED	$ 350.92	$ 360.00	$ 216.00	$ 577.00	$ 270.00	$ 400.00	21
SOUTH COASTAL	MOST EXPERIENCED	$ 387.50	$ 433.50	$ 200.00	$ 438.00	$ 298.00	$ 467.00	8
BROCKTON	MOST EXPERIENCED	$ 347.25	$ 326.50	$ 240.00	$ 484.00	$ 262.00	$ 384.00	8
BRISTOL	MOST EXPERIENCED	$ 313.83	$ 308.00	$ 200.00	$ 467.00	$ 276.00	$ 350.00	12
NEW BEDFORD CAPE COD & ISL	MOST EXPERIENCED	$ 329.33	$ 325.00	$ 250.00	$ 426.00	$ 260.00	$ 390.00	6

* MEANS LESS THAN 6 RESPONSES

TRUCKS, HEAVY OR TRACTOR-TRAILER

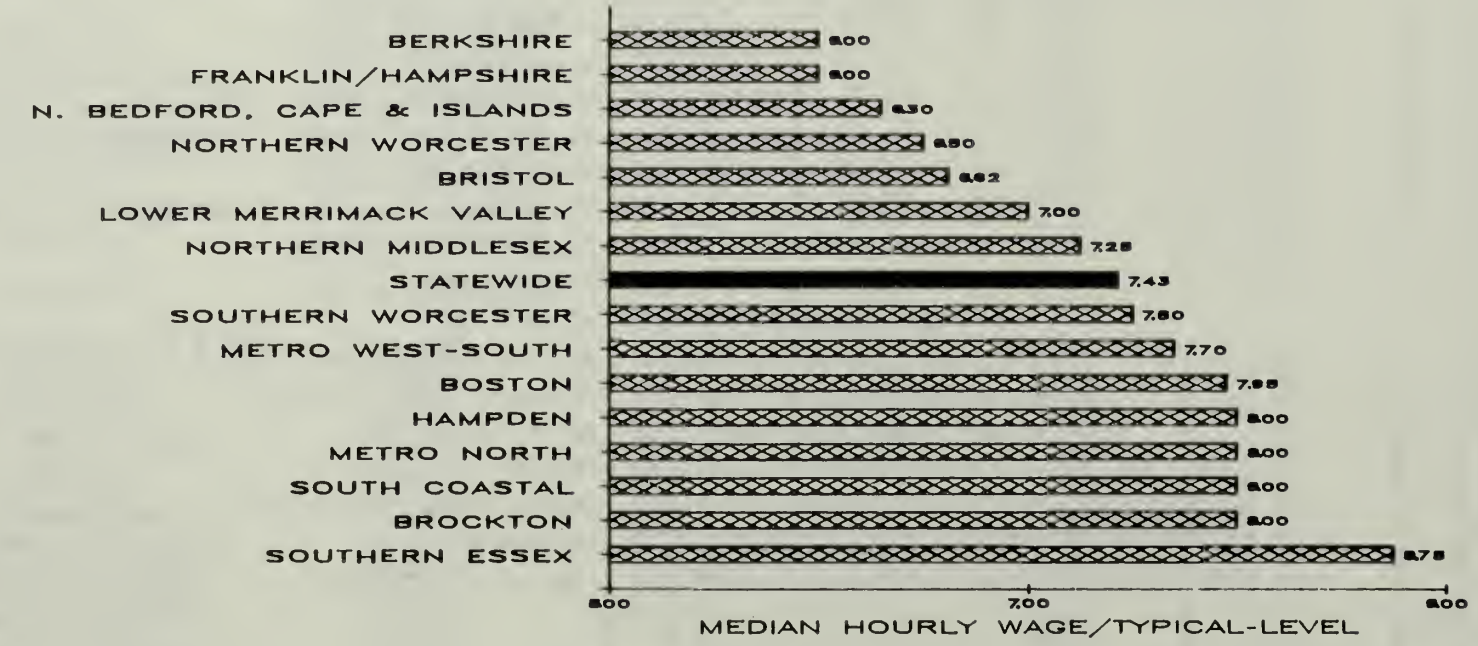


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 9.79	$ 9.50	$ 3.55	$ 21.63	$ 8.00	$ 11.43	675
BERKSHIRE	ALL	$ 9.14	$ 9.00	$ 4.00	$ 15.46	$ 6.49	$ 11.27	41
FRANKLIN - HAMPSHIRE	ALL	$ 8.61	$ 8.38	$ 5.50	$ 16.83	$ 7.00	$ 9.60	32
HAMPDEN	ALL	$ 10.26	$ 9.93	$ 4.50	$ 20.00	$ 7.50	$ 12.50	59
NORTHERN WORCESTER	ALL	$ 9.54	$ 9.00	$ 6.00	$ 15.46	$ 7.50	$ 10.75	51
SOUTHERN WORCESTER	ALL	$ 9.87	$ 9.80	$ 3.55	$ 16.25	$ 8.33	$ 11.25	80
NORTHERN MIDDLESEX	ALL	$ 10.64	$ 10.00	$ 6.00	$ 16.83	$ 8.75	$ 12.98	33
LOWER MERRIMACK VALLEY	ALL	$ 9.48	$ 9.00	$ 5.00	$ 21.63	$ 7.50	$ 10.00	55
SOUTHERN ESSEX	ALL	$ 9.79	$ 9.50	$ 5.50	$ 15.46	$ 8.00	$ 11.25	39
METRO NORTH	ALL	$ 10.22	$ 10.00	$ 5.00	$ 15.46	$ 9.00	$ 11.43	58
BOSTON	ALL	$ 11.05	$ 10.98	$ 6.00	$ 17.00	$ 9.00	$ 12.00	25
METRO WEST - SOUTH	ALL	$ 9.83	$ 9.50	$ 6.00	$ 14.42	$ 8.17	$ 11.29	51
SOUTH COASTAL	ALL	$ 10.44	$ 10.00	$ 5.00	$ 15.00	$ 9.00	$ 12.00	31
BROCKTON	ALL	$ 9.59	$ 9.28	$ 6.00	$ 15.46	$ 8.00	$ 10.50	37
BRISTOL	ALL	$ 9.18	$ 8.84	$ 4.34	$ 14.28	$ 6.75	$ 11.50	36
NEW BEDFORD-CAPE COD & ISL	ALL	$ 9.46	$ 9.00	$ 4.50	$ 15.46	$ 7.02	$ 11.43	47

STATEWIDE	ENTRY	$ 8.33	$ 8.00	$ 3.55	$ 17.00	$ 7.00	$ 9.93	219
BERKSHIRE	ENTRY	$ 7.96	$ 8.00	$ 4.00	$ 11.43	$ 5.00	$ 9.93	13
FRANKLIN - HAMPSHIRE	ENTRY	$ 7.41	$ 7.25	$ 5.50	$ 9.93	$ 6.00	$ 7.75	8
HAMPDEN	ENTRY	$ 8.47	$ 9.00	$ 4.50	$ 12.75	$ 6.47	$ 9.93	19
NORTHERN WORCESTER	ENTRY	$ 8.19	$ 7.50	$ 6.00	$ 12.10	$ 7.00	$ 9.40	18
SOUTHERN WORCESTER	ENTRY	$ 8.60	$ 8.75	$ 3.55	$ 13.27	$ 7.00	$ 9.93	24
NORTHERN MIDDLESEX	ENTRY	$ 8.42	$ 9.00	$ 6.00	$ 10.00	$ 7.00	$ 9.25	11
LOWER MERRIMACK VALLEY	ENTRY	$ 7.93	$ 7.00	$ 5.00	$ 16.82	$ 6.50	$ 8.25	20
SOUTHERN ESSEX	ENTRY	$ 8.24	$ 8.00	$ 5.50	$ 12.50	$ 6.97	$ 8.75	13
METRO NORTH	ENTRY	$ 8.99	$ 9.00	$ 5.00	$ 11.75	$ 8.00	$ 10.00	20
BOSTON	ENTRY	$ 9.70	$ 8.83	$ 6.00	$ 17.00	$ 8.00	$ 10.00	8
METRO WEST - SOUTH	ENTRY	$ 8.65	$ 8.34	$ 6.00	$ 12.26	$ 7.00	$ 9.50	16
SOUTH COASTAL	ENTRY	$ 8.53	$ 9.00	$ 5.00	$ 10.00	$ 7.25	$ 9.93	10
BROCKTON	ENTRY	$ 7.86	$ 7.00	$ 6.00	$ 11.43	$ 6.00	$ 9.00	12
BRISTOL	ENTRY	$ 7.99	$ 7.55	$ 4.34	$ 12.00	$ 6.00	$ 9.93	12
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 7.81	$ 7.75	$ 4.50	$ 11.43	$ 5.77	$ 8.75	15
STATEWIDE	TYPICAL	$ 9.93	$ 9.50	$ 4.50	$ 19.23	$ 8.25	$ 11.47	237
BERKSHIRE	TYPICAL	$ 9.08	$ 8.88	$ 4.50	$ 15.11	$ 6.25	$ 11.27	14
FRANKLIN - HAMPSHIRE	TYPICAL	$ 8.38	$ 8.25	$ 6.50	$ 13.24	$ 7.22	$ 8.50	13
HAMPDEN	TYPICAL	$ 10.60	$ 10.50	$ 5.75	$ 16.25	$ 8.00	$ 12.50	23
NORTHERN WORCESTER	TYPICAL	$ 9.62	$ 8.75	$ 6.90	$ 15.11	$ 8.00	$ 10.38	18
SOUTHERN WORCESTER	TYPICAL	$ 10.03	$ 9.75	$ 6.00	$ 15.11	$ 8.75	$ 12.00	29
NORTHERN MIDDLESEX	TYPICAL	$ 10.96	$ 11.00	$ 7.21	$ 14.43	$ 8.75	$ 12.98	11
LOWER MERRIMACK VALLEY	TYPICAL	$ 9.67	$ 9.00	$ 7.25	$ 19.23	$ 8.17	$ 9.50	19
SOUTHERN ESSEX	TYPICAL	$ 9.71	$ 9.25	$ 6.73	$ 15.11	$ 8.50	$ 10.25	12
METRO NORTH	TYPICAL	$ 10.58	$ 10.00	$ 8.75	$ 15.11	$ 9.00	$ 11.15	20
BOSTON	TYPICAL	$ 10.92	$ 11.00	$ 6.00	$ 17.00	$ 9.00	$ 11.53	9
METRO WEST - SOUTH	TYPICAL	$ 10.00	$ 9.98	$ 7.00	$ 13.72	$ 9.00	$ 11.29	18
SOUTH COASTAL	TYPICAL	$ 10.86	$ 11.00	$ 8.00	$ 13.24	$ 9.50	$ 12.00	11
BROCKTON	TYPICAL	$ 9.88	$ 9.28	$ 6.40	$ 15.11	$ 8.00	$ 12.00	13
BRISTOL	TYPICAL	$ 9.20	$ 8.60	$ 5.00	$ 14.18	$ 6.75	$ 10.32	11
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 9.34	$ 8.83	$ 5.50	$ 15.11	$ 7.02	$ 10.40	16
STATEWIDE	MOST EXPERIENCED	$ 11.11	$ 10.98	$ 5.50	$ 21.63	$ 9.32	$ 13.00	219
BERKSHIRE	MOST EXPERIENCED	$ 10.29	$ 11.14	$ 5.50	$ 15.46	$ 7.00	$ 13.24	14
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 9.76	$ 8.90	$ 6.50	$ 16.83	$ 8.00	$ 10.00	11
HAMPDEN	MOST EXPERIENCED	$ 11.79	$ 10.50	$ 6.50	$ 20.00	$ 9.40	$ 14.18	17
NORTHERN WORCESTER	MOST EXPERIENCED	$ 11.07	$ 10.60	$ 7.50	$ 15.46	$ 9.00	$ 12.10	15
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 10.82	$ 10.00	$ 6.25	$ 16.25	$ 8.75	$ 13.24	27
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 12.55	$ 12.98	$ 7.69	$ 16.83	$ 10.00	$ 14.38	11
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 11.21	$ 10.38	$ 7.50	$ 21.63	$ 9.50	$ 11.00	16
SOUTHERN ESSEX	MOST EXPERIENCED	$ 11.29	$ 11.13	$ 7.50	$ 15.46	$ 9.50	$ 12.98	14
METRO NORTH	MOST EXPERIENCED	$ 11.19	$ 10.50	$ 7.00	$ 15.46	$ 10.00	$ 12.13	18
BOSTON	MOST EXPERIENCED	$ 12.54	$ 12.00	$ 8.00	$ 17.00	$ 10.98	$ 13.47	8
METRO WEST - SOUTH	MOST EXPERIENCED	$ 10.76	$ 10.65	$ 7.85	$ 14.42	$ 9.13	$ 12.00	17
SOUTH COASTAL	MOST EXPERIENCED	$ 11.90	$ 12.01	$ 8.00	$ 15.00	$ 11.00	$ 13.24	10
BROCKTON	MOST EXPERIENCED	$ 11.01	$ 10.00	$ 8.00	$ 15.46	$ 9.25	$ 12.00	12
BRISTOL	MOST EXPERIENCED	$ 10.27	$ 11.00	$ 5.75	$ 14.28	$ 8.00	$ 12.00	13
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 11.13	$ 11.25	$ 6.50	$ 15.46	$ 9.00	$ 12.00	16

* MEANS LESS THAN 6 RESPONSES

TRUCK DRIVERS, LIGHT-INCLUDE DELIVERY AND ROUTE WORKERS

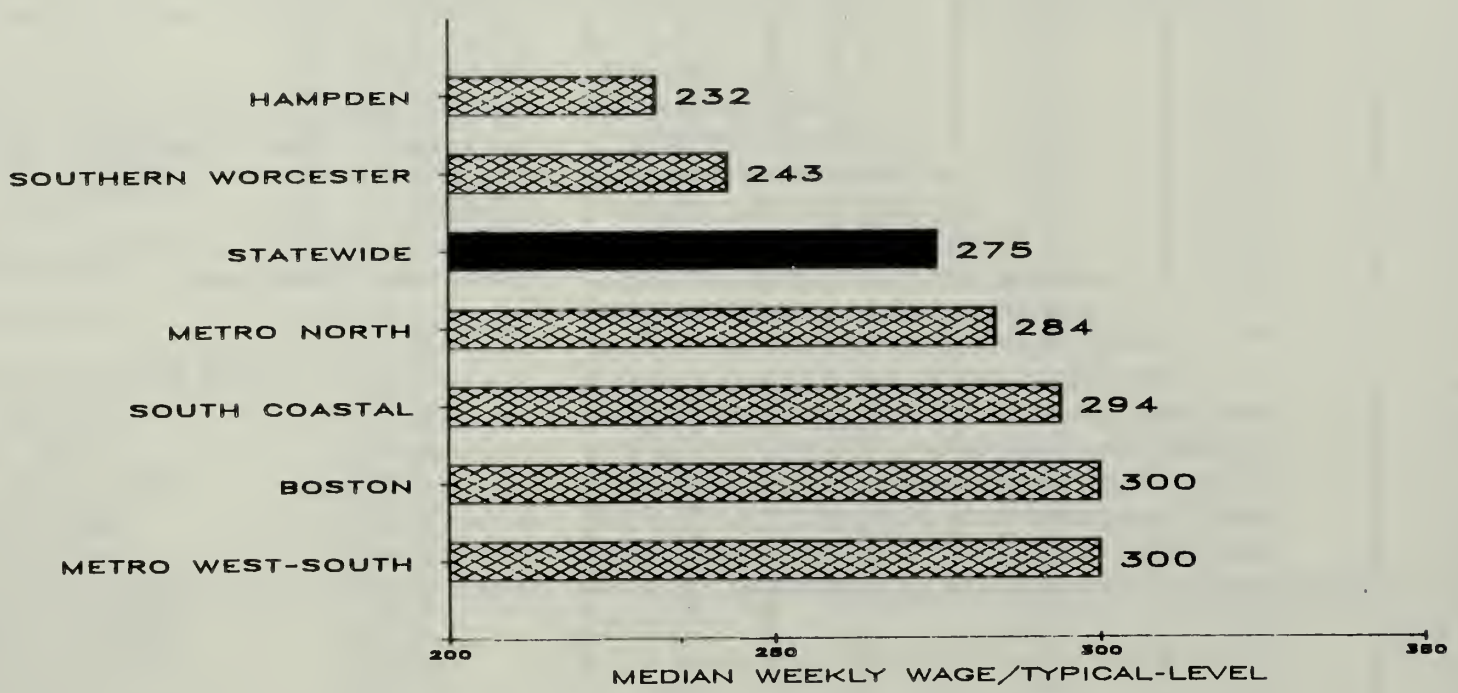


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 7.75	$ 7.21	$ 3.55	$ 22.59	$ 6.00	$ 9.00	839
BERKSHIRE	ALL	$ 6.60	$ 6.00	$ 3.65	$ 15.11	$ 5.00	$ 7.00	49
FRANKLIN - HAMPSHIRE	ALL	$ 6.04	$ 6.00	$ 4.00	$ 9.00	$ 5.00	$ 7.00	36
HAMPDEN	ALL	$ 8.21	$ 8.00	$ 3.55	$ 15.11	$ 6.00	$ 10.00	69
NORTHERN WORCESTER	ALL	$ 7.73	$ 6.50	$ 4.00	$ 15.11	$ 6.00	$ 8.75	55
SOUTHERN WORCESTER	ALL	$ 8.13	$ 7.50	$ 4.00	$ 17.30	$ 6.01	$ 8.95	64
NORTHERN MIDDLESEX	ALL	$ 7.43	$ 7.38	$ 5.00	$ 11.00	$ 6.50	$ 8.50	38
LOWER MERRIMACK VALLEY	ALL	$ 8.38	$ 7.50	$ 4.50	$ 15.11	$ 6.00	$ 10.00	55
SOUTHERN ESSEX	ALL	$ 8.80	$ 8.00	$ 5.00	$ 15.11	$ 7.00	$ 10.10	59
METRO NORTH	ALL	$ 8.90	$ 8.00	$ 4.50	$ 22.59	$ 7.00	$ 10.09	64
BOSTON	ALL	$ 7.62	$ 7.38	$ 3.55	$ 13.63	$ 6.00	$ 9.00	70
METRO WEST - SOUTH	ALL	$ 7.29	$ 7.22	$ 3.55	$ 14.91	$ 6.00	$ 8.00	77
SOUTH COASTAL	ALL	$ 8.16	$ 7.73	$ 3.55	$ 15.00	$ 6.00	$ 9.38	40
BROCKTON	ALL	$ 8.52	$ 8.00	$ 3.75	$ 15.11	$ 6.00	$ 10.50	38
BRISTOL	ALL	$ 6.62	$ 6.37	$ 3.70	$ 13.75	$ 5.00	$ 7.50	52
NEW BEDFORD-CAPE COD & ISL	ALL	$ 7.24	$ 6.73	$ 3.55	$ 15.11	$ 5.50	$ 8.00	66

STATEWIDE	ENTRY	$ 6.50	$ 6.00	$ 3.55	$ 13.70	$ 5.00	$ 7.50	291
BERKSHIRE	ENTRY	$ 5.54	$ 4.50	$ 3.65	$ 11.43	$ 4.00	$ 6.00	17
FRANKLIN - HAMPSHIRE	ENTRY	$ 4.76	$ 4.25	$ 4.00	$ 6.25	$ 4.00	$ 5.35	13
HAMPDEN	ENTRY	$ 6.82	$ 6.24	$ 3.55	$ 13.28	$ 4.75	$ 8.82	22
NORTHERN WORCESTER	ENTRY	$ 6.54	$ 6.00	$ 4.00	$ 11.80	$ 4.80	$ 6.50	19
SOUTHERN WORCESTER	ENTRY	$ 6.82	$ 6.01	$ 4.00	$ 13.46	$ 5.00	$ 8.00	22
NORTHERN MIDDLESEX	ENTRY	$ 6.32	$ 6.13	$ 5.00	$ 8.00	$ 5.10	$ 7.50	12
LOWER MERRIMACK VALLEY	ENTRY	$ 7.44	$ 6.60	$ 4.50	$ 13.70	$ 5.48	$ 8.25	19
SOUTHERN ESSEX	ENTRY	$ 7.52	$ 7.50	$ 5.00	$ 12.00	$ 5.50	$ 8.00	21
METRO NORTH	ENTRY	$ 7.05	$ 6.25	$ 4.50	$ 11.97	$ 5.00	$ 8.95	22
BOSTON	ENTRY	$ 6.50	$ 6.01	$ 3.55	$ 11.33	$ 5.00	$ 7.00	26
METRO WEST - SOUTH	ENTRY	$ 6.21	$ 6.00	$ 3.55	$ 8.89	$ 5.25	$ 7.22	27
SOUTH COASTAL	ENTRY	$ 6.79	$ 6.00	$ 3.55	$ 13.00	$ 5.75	$ 7.50	16
BROCKTON	ENTRY	$ 7.49	$ 6.00	$ 4.00	$ 11.43	$ 5.55	$ 10.50	11
BRISTOL	ENTRY	$ 5.49	$ 5.00	$ 3.70	$ 10.00	$ 4.50	$ 6.00	17
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 5.90	$ 5.13	$ 3.55	$ 11.43	$ 4.75	$ 6.00	24
STATEWIDE	TYPICAL	$ 7.90	$ 7.43	$ 3.75	$ 16.34	$ 6.00	$ 8.95	294
BERKSHIRE	TYPICAL	$ 6.72	$ 6.00	$ 4.50	$ 15.11	$ 5.29	$ 6.87	16
FRANKLIN - HAMPSHIRE	TYPICAL	$ 6.46	$ 6.00	$ 5.00	$ 9.00	$ 5.00	$ 7.50	15
HAMPDEN	TYPICAL	$ 8.22	$ 8.00	$ 3.99	$ 15.11	$ 6.50	$ 9.00	24
NORTHERN WORCESTER	TYPICAL	$ 7.79	$ 6.50	$ 5.00	$ 15.11	$ 6.00	$ 8.20	19
SOUTHERN WORCESTER	TYPICAL	$ 8.63	$ 7.50	$ 5.00	$ 16.34	$ 6.50	$ 9.62	25
NORTHERN MIDDLESEX	TYPICAL	$ 7.37	$ 7.25	$ 5.50	$ 8.95	$ 6.50	$ 8.50	14
LOWER MERRIMACK VALLEY	TYPICAL	$ 8.18	$ 7.00	$ 5.63	$ 15.11	$ 6.00	$ 9.25	20
SOUTHERN ESSEX	TYPICAL	$ 8.88	$ 8.75	$ 5.00	$ 15.11	$ 6.50	$ 10.10	21
METRO NORTH	TYPICAL	$ 9.28	$ 8.00	$ 6.00	$ 15.38	$ 7.00	$ 11.00	21
BOSTON	TYPICAL	$ 7.79	$ 7.95	$ 4.50	$ 10.93	$ 6.50	$ 8.75	22
METRO WEST - SOUTH	TYPICAL	$ 7.58	$ 7.70	$ 5.00	$ 11.54	$ 6.00	$ 8.50	27
SOUTH COASTAL	TYPICAL	$ 8.20	$ 8.00	$ 5.50	$ 13.18	$ 6.49	$ 8.00	12
BROCKTON	TYPICAL	$ 8.53	$ 8.00	$ 3.75	$ 15.11	$ 6.75	$ 10.50	14
BRISTOL	TYPICAL	$ 7.08	$ 6.62	$ 4.00	$ 13.75	$ 5.50	$ 7.90	20
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 7.31	$ 6.30	$ 4.00	$ 15.11	$ 6.00	$ 7.50	22
STATEWIDE	MOST EXPERIENCED	$ 9.01	$ 8.50	$ 4.88	$ 22.59	$ 7.05	$ 10.00	254
BERKSHIRE	MOST EXPERIENCED	$ 7.59	$ 7.00	$ 5.00	$ 15.11	$ 6.25	$ 7.50	16
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ 7.35	$ 7.35	$ 5.25	$ 9.00	$ 6.12	$ 8.50	8
HAMPDEN	MOST EXPERIENCED	$ 9.53	$ 9.40	$ 5.25	$ 15.11	$ 6.25	$ 10.82	23
NORTHERN WORCESTER	MOST EXPERIENCED	$ 8.97	$ 8.50	$ 5.50	$ 15.11	$ 6.00	$ 10.00	17
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 9.10	$ 8.00	$ 6.00	$ 17.30	$ 7.25	$ 9.00	17
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 8.62	$ 8.88	$ 6.50	$ 11.00	$ 7.00	$ 9.30	12
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 9.75	$ 8.38	$ 6.00	$ 15.11	$ 7.50	$ 12.00	16
SOUTHERN ESSEX	MOST EXPERIENCED	$ 10.27	$ 10.00	$ 6.75	$ 15.11	$ 8.00	$ 12.00	17
METRO NORTH	MOST EXPERIENCED	$ 10.46	$ 9.37	$ 6.25	$ 22.59	$ 8.00	$ 12.00	21
BOSTON	MOST EXPERIENCED	$ 8.79	$ 8.83	$ 6.00	$ 13.63	$ 7.00	$ 10.00	22
METRO WEST - SOUTH	MOST EXPERIENCED	$ 8.23	$ 8.00	$ 5.00	$ 14.91	$ 7.00	$ 9.00	23
SOUTH COASTAL	MOST EXPERIENCED	$ 9.93	$ 8.83	$ 6.00	$ 15.00	$ 7.00	$ 12.50	12
BROCKTON	MOST EXPERIENCED	$ 9.37	$ 9.27	$ 5.00	$ 15.11	$ 7.30	$ 10.50	13
BRISTOL	MOST EXPERIENCED	$ 7.30	$ 7.25	$ 4.88	$ 10.00	$ 6.00	$ 8.00	15
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 8.78	$ 7.84	$ 5.50	$ 15.11	$ 7.00	$ 8.65	20

* MEANS LESS THAN 6 RESPONSES

TYPISTS

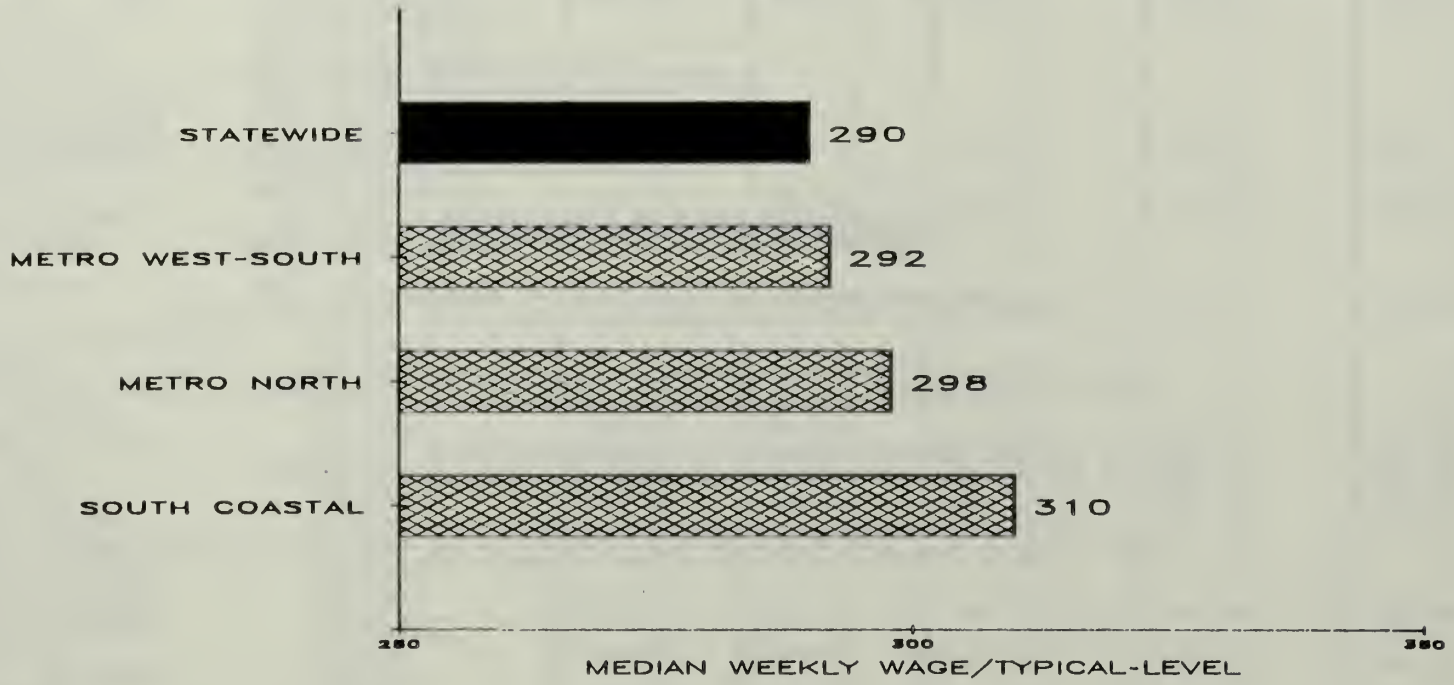


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 279.90	$ 275.00	$ 153.00	$ 600.00	$ 230.00	$ 325.00	230
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 252.87	$ 240.00	$ 180.00	$ 377.00	$ 220.00	$ 280.00	23
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 269.00	$ 260.00	$ 180.00	$ 400.00	$ 220.00	$ 312.00	31
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 301.69	$ 293.00	$ 220.00	$ 380.00	$ 265.00	$ 320.00	16
BOSTON	ALL	$ 317.89	$ 294.00	$ 230.00	$ 600.00	$ 254.00	$ 332.00	16
METRO WEST - SOUTH	ALL	$ 287.65	$ 286.00	$ 180.00	$ 390.00	$ 240.00	$ 325.00	27
SOUTH COASTAL	ALL	$ 298.40	$ 302.80	$ 180.00	$ 417.00	$ 250.00	$ 342.00	29
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 239.58	$ 230.00	$ 153.00	$ 312.00	$ 200.00	$ 269.00	74
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 230.43	$ 210.00	$ 180.00	$ 312.00	$ 192.00	$ 250.00	7
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 240.50	$ 220.00	$ 180.00	$ 312.00	$ 209.00	$ 312.00	10
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 238.75	$ 235.00	$ 180.00	$ 312.00	$ 212.50	$ 260.00	10
SOUTH COASTAL	ENTRY	$ 251.50	$ 244.00	$ 180.00	$ 312.00	$ 220.00	$ 292.00	10
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 278.41	$ 275.00	$ 190.00	$ 385.00	$ 240.00	$ 313.00	83
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 250.11	$ 232.00	$ 200.00	$ 342.00	$ 220.00	$ 269.00	9
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 255.25	$ 243.00	$ 190.00	$ 342.00	$ 200.00	$ 260.00	12
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 296.00	$ 284.00	$ 240.00	$ 380.00	$ 256.00	$ 317.00	8
BOSTON	TYPICAL	$ 314.04	$ 299.63	$ 245.00	$ 385.00	$ 285.00	$ 370.00	6
METRO WEST - SOUTH	TYPICAL	$ 296.78	$ 300.00	$ 210.00	$ 365.00	$ 269.00	$ 324.00	9
SOUTH COASTAL	TYPICAL	$ 298.28	$ 294.40	$ 230.00	$ 357.00	$ 280.00	$ 342.00	10
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 322.47	$ 325.00	$ 200.00	$ 600.00	$ 280.00	$ 377.00	73
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 278.86	$ 280.00	$ 220.00	$ 377.00	$ 230.00	$ 288.00	7
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 319.00	$ 280.00	$ 240.00	$ 400.00	$ 260.00	$ 377.00	9
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 338.50	$ 339.50	$ 260.00	$ 390.00	$ 288.00	$ 377.00	8
SOUTH COASTAL	MOST EXPERIENCED	$ 350.64	$ 362.80	$ 280.00	$ 417.00	$ 320.00	$ 377.00	9
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

TYPISTS, WORD PROCESSING EQUIPMENT

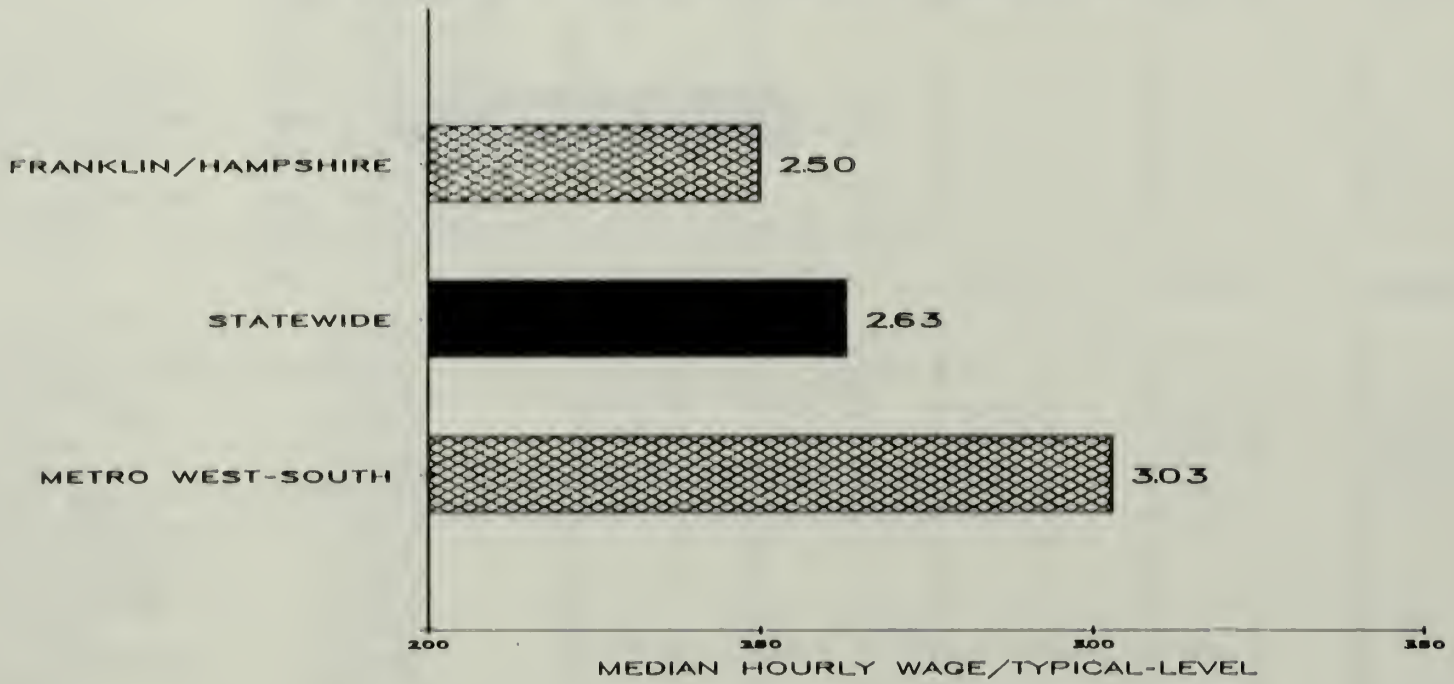


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 296.74	$ 288.00	$ 180.00	$ 496.00	$ 250.00	$ 329.00	161
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ALL	$ 288.24	$ 288.00	$ 200.00	$ 350.00	$ 260.00	$ 300.00	17
BOSTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ALL	$ 299.75	$ 299.50	$ 223.00	$ 400.00	$ 256.00	$ 328.00	20
SOUTH COASTAL	ALL	$ 306.25	$ 306.40	$ 180.00	$ 461.00	$ 260.00	$ 358.00	22
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*

STATEWIDE	ENTRY	$ 258.16	$ 250.00	$ 180.00	$ 465.00	$ 223.00	$ 280.00	48
BERKSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	ENTRY	$ 269.83	$ 264.50	$ 223.00	$ 360.00	$ 227.00	$ 280.00	6
SOUTH COASTAL	ENTRY	$ 266.17	$ 274.50	$ 180.00	$ 346.00	$ 242.00	$ 280.00	6
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	TYPICAL	$ 293.36	$ 290.00	$ 200.00	$ 478.00	$ 260.00	$ 310.00	59
BERKSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	TYPICAL	$ 283.71	$ 298.00	$ 240.00	$ 300.00	$ 260.00	$ 300.00	7
BOSTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	TYPICAL	$ 291.63	$ 292.00	$ 240.00	$ 380.00	$ 246.00	$ 307.00	8
SOUTH COASTAL	TYPICAL	$ 305.09	$ 310.00	$ 200.00	$ 384.00	$ 230.00	$ 350.00	9
BROCKTON	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
STATEWIDE	MOST EXPERIENCED	$ 334.74	$ 327.00	$ 200.00	$ 496.00	$ 299.00	$ 360.00	54
BERKSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN ESSEX	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO NORTH	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BOSTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
METRO WEST - SOUTH	MOST EXPERIENCED	$ 340.50	$ 334.50	$ 299.00	$ 400.00	$ 320.00	$ 355.00	6
SOUTH COASTAL	MOST EXPERIENCED	$ 342.11	$ 358.00	$ 200.00	$ 461.00	$ 260.00	$ 362.80	7
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*

* MEANS LESS THAN 6 RESPONSES

WAITERS AND WAITRESSES

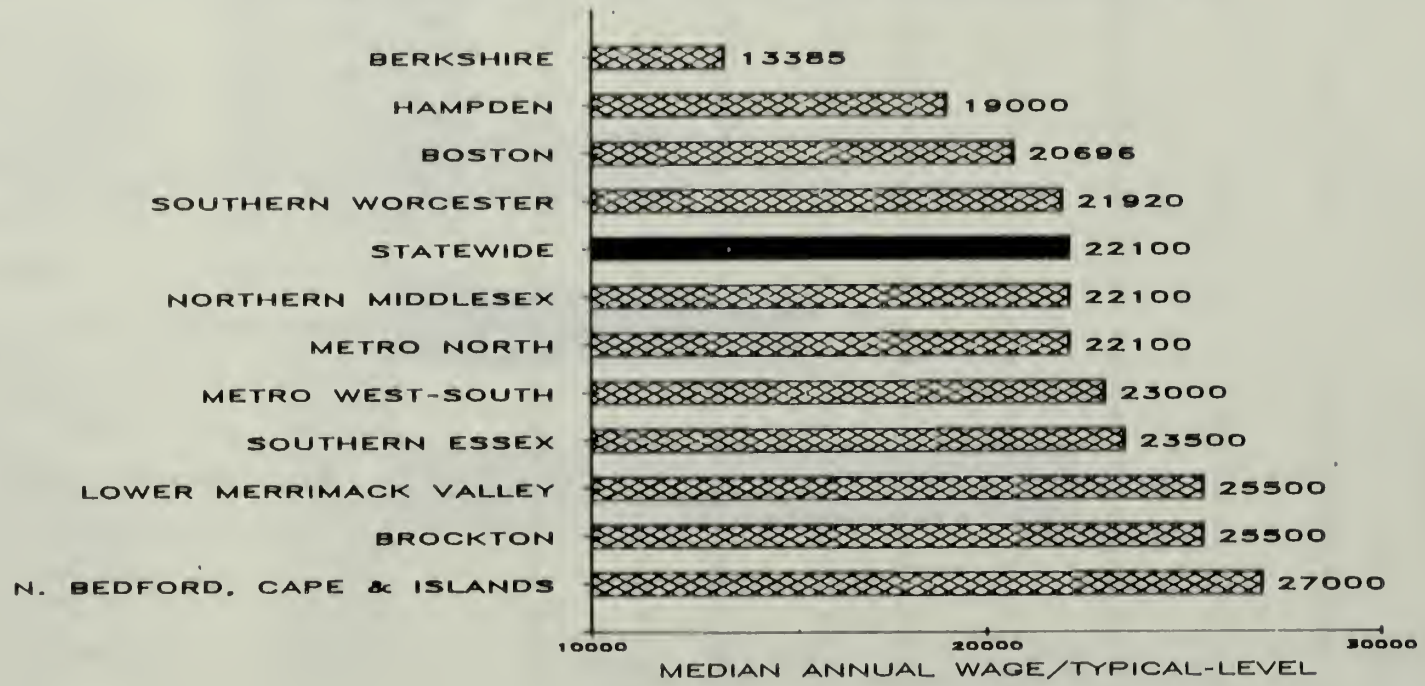


SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE	TOTAL REPORTERS
STATEWIDE	ALL	$ 3.06	$ 2.50	$ 2.13	$ 9.00	$ 2.13 $ 3.55	145
BERKSHIRE	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
FRANKLIN - HAMPSHIRE	ALL	$ 2.70	$ 2.50	$ 2.13	$ 3.65	$ 2.13 $ 3.35	20
HAMPDEN	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
SOUTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
NORTHERN MIDDLESEX	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
LOWER MERRIMACK VALLEY	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
SOUTHERN ESSEX	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
METRO NORTH	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
BOSTON	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
METRO WEST - SOUTH	ALL	$ 3.24	$ 3.38	$ 2.13	$ 5.00	$ 2.50 $ 4.00	22
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
BROCKTON	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
BRISTOL	ALL	$ *	$ *	$ *	$ *	$ * $ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ *	$ *	$ *	$ *	$ * $ *	*

STATEWIDE	ENTRY	$	2.72	$	2.21	$	2.13	$	7.00	$	2.13	$	3.35	52
BERKSHIRE	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
FRANKLIN - HAMPSHIRE	ENTRY	$	2.58	$	2.25	$	2.13	$	3.55	$	2.13	$	2.50	7
HAMPDEN	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN WORCESTER	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN WORCESTER	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN MIDDLESEX	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
LOWER MERRIMACK VALLEY	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN ESSEX	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO NORTH	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
BOSTON	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO WEST - SOUTH	ENTRY	$	2.84	$	2.85	$	2.13	$	3.55	$	2.13	$	3.55	6
SOUTH COASTAL	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
BROCKTON	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
BRISTOL	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$	*	$	*	$	*	$	*	$	*	$	*	*
STATEWIDE	TYPICAL	$	3.01	$	2.63	$	2.13	$	7.00	$	2.13	$	3.55	47
BERKSHIRE	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
FRANKLIN - HAMPSHIRE	TYPICAL	$	2.74	$	2.50	$	2.13	$	3.65	$	2.13	$	3.55	6
HAMPDEN	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN WORCESTER	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN WORCESTER	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN MIDDLESEX	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
LOWER MERRIMACK VALLEY	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN ESSEX	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO NORTH	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
BOSTON	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO WEST - SOUTH	TYPICAL	$	3.03	$	3.03	$	2.13	$	4.00	$	2.25	$	3.55	8
SOUTH COASTAL	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
BROCKTON	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
BRISTOL	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$	*	$	*	$	*	$	*	$	*	$	*	*
STATEWIDE	MOST EXPERIENCED	$	3.48	$	3.06	$	2.13	$	9.00	$	2.16	$	4.00	46
BERKSHIRE	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$	2.79	$	2.58	$	2.13	$	3.65	$	2.13	$	3.00	7
HAMPDEN	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN WORCESTER	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
NORTHERN MIDDLESEX	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
SOUTHERN ESSEX	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO NORTH	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
BOSTON	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
METRO WEST - SOUTH	MOST EXPERIENCED	$	3.75	$	4.00	$	2.50	$	5.00	$	3.12	$	4.00	8
SOUTH COASTAL	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
BROCKTON	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
BRISTOL	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$	*	$	*	$	*	$	*	$	*	$	*	*

* MEANS LESS THAN 6 RESPONSES

WHOLESALE AND RETAIL BUYERS



SDA'S	CATEGORY	MEAN	MEDIAN	ACTUAL LOW	ACTUAL HIGH	INTERMEDIATE RANGE		TOTAL REPORTERS
STATEWIDE	ALL	$ 24,240	$ 21,920	$ 8,320	$100,000	$ 17,160	$ 29,900	400
BERKSHIRE	ALL	$ 14,839	$ 14,560	$ 10,000	$ 26,000	$ 12,000	$ 16,640	19
FRANKLIN - HAMPSHIRE	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ALL	$ 23,249	$ 18,500	$ 11,500	$ 78,000	$ 16,172	$ 25,000	38
NORTHERN WORCESTER	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ALL	$ 26,032	$ 22,050	$ 10,400	$ 70,000	$ 20,000	$ 30,000	42
NORTHERN MIDDLESEX	ALL	$ 23,906	$ 21,268	$ 8,944	$ 50,000	$ 20,000	$ 28,000	34
LOWER MERRIMACK VALLEY	ALL	$ 27,380	$ 27,950	$ 14,900	$ 44,980	$ 20,000	$ 32,000	22
SOUTHERN ESSEX	ALL	$ 26,403	$ 22,000	$ 15,600	$ 53,000	$ 18,200	$ 30,400	23
METRO NORTH	ALL	$ 23,508	$ 21,450	$ 8,320	$ 51,900	$ 15,600	$ 28,600	44
BOSTON	ALL	$ 22,816	$ 20,800	$ 10,000	$ 50,000	$ 16,784	$ 27,560	29
METRO WEST - SOUTH	ALL	$ 24,054	$ 20,800	$ 10,000	$100,000	$ 16,000	$ 26,000	51
SOUTH COASTAL	ALL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ALL	$ 24,393	$ 22,500	$ 10,400	$ 42,800	$ 16,000	$ 31,221	16
BRISTOL	ALL	$ *	$ *	$ 8,400	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ALL	$ 26,457	$ 27,000	$ 15,600	$ 39,000	$ 20,000	$ 30,000	25

STATEWIDE	ENTRY	$ 18,755	$ 18,000	$ 8,320	$ 50,000	$ 15,000	$ 20,800	125
BERKSHIRE	ENTRY	$ 13,929	$ 11,700	$ 10,000	$ 26,000	$ 10,400	$ 14,000	7
FRANKLIN - HAMPSHIRE	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	ENTRY	$ 18,914	$ 15,500	$ 11,500	$ 46,800	$ 12,500	$ 18,000	12
NORTHERN WORCESTER	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	ENTRY	$ 19,093	$ 18,850	$ 10,400	$ 30,000	$ 15,000	$ 22,000	12
NORTHERN MIDDLESEX	ENTRY	$ 18,628	$ 20,000	$ 8,944	$ 30,000	$ 15,000	$ 20,000	11
LOWER MERRIMACK VALLEY	ENTRY	$ 21,584	$ 19,152	$ 14,900	$ 30,400	$ 16,000	$ 29,900	6
SOUTHERN ESSEX	ENTRY	$ 19,109	$ 17,160	$ 16,000	$ 30,400	$ 16,000	$ 18,200	7
METRO NORTH	ENTRY	$ 18,396	$ 18,900	$ 8,320	$ 33,200	$ 13,000	$ 20,800	14
BOSTON	ENTRY	$ 18,016	$ 16,212	$ 10,000	$ 27,560	$ 10,400	$ 25,000	8
METRO WEST - SOUTH	ENTRY	$ 18,711	$ 18,000	$ 10,000	$ 35,000	$ 15,000	$ 20,800	17
SOUTH COASTAL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	ENTRY	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	ENTRY	$ 19,324	$ 19,250	$ 15,600	$ 25,000	$ 15,600	$ 20,000	8
STATEWIDE	TYPICAL	$ 23,672	$ 22,100	$ 8,944	$ 52,000	$ 19,000	$ 28,600	137
BERKSHIRE	TYPICAL	$ 14,042	$ 13,385	$ 12,000	$ 17,000	$ 12,480	$ 16,000	6
FRANKLIN - HAMPSHIRE	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	TYPICAL	$ 22,767	$ 19,000	$ 14,000	$ 52,000	$ 17,000	$ 22,500	12
NORTHERN WORCESTER	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	TYPICAL	$ 23,823	$ 21,920	$ 14,664	$ 40,000	$ 20,800	$ 25,000	16
NORTHERN MIDDLESEX	TYPICAL	$ 23,153	$ 22,100	$ 8,944	$ 40,000	$ 18,720	$ 25,000	11
LOWER MERRIMACK VALLEY	TYPICAL	$ 26,420	$ 25,500	$ 20,000	$ 35,495	$ 20,000	$ 31,200	8
SOUTHERN ESSEX	TYPICAL	$ 24,313	$ 23,500	$ 15,600	$ 31,200	$ 19,500	$ 29,000	8
METRO NORTH	TYPICAL	$ 23,135	$ 22,100	$ 13,000	$ 42,500	$ 16,640	$ 26,000	15
BOSTON	TYPICAL	$ 22,538	$ 20,696	$ 11,689	$ 31,200	$ 19,203	$ 29,120	9
METRO WEST - SOUTH	TYPICAL	$ 23,734	$ 23,000	$ 14,000	$ 50,000	$ 18,000	$ 27,300	17
SOUTH COASTAL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
BROCKTON	TYPICAL	$ 25,504	$ 25,500	$ 15,600	$ 39,200	$ 16,000	$ 31,221	6
BRISTOL	TYPICAL	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	TYPICAL	$ 26,729	$ 27,000	$ 19,800	$ 33,800	$ 20,800	$ 28,600	9
STATEWIDE	MOST EXPERIENCED	$ 29,772	$ 27,437	$ 12,729	$100,000	$ 21,000	$ 35,360	138
BERKSHIRE	MOST EXPERIENCED	$ 16,700	$ 16,820	$ 14,560	$ 19,000	$ 15,000	$ 18,000	6
FRANKLIN - HAMPSHIRE	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
HAMPDEN	MOST EXPERIENCED	$ 27,377	$ 24,546	$ 17,000	$ 78,000	$ 17,000	$ 30,000	14
NORTHERN WORCESTER	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
SOUTHERN WORCESTER	MOST EXPERIENCED	$ 34,503	$ 32,710	$ 17,784	$ 70,000	$ 25,000	$ 35,500	14
NORTHERN MIDDLESEX	MOST EXPERIENCED	$ 29,435	$ 25,000	$ 18,720	$ 50,000	$ 21,736	$ 35,000	12
LOWER MERRIMACK VALLEY	MOST EXPERIENCED	$ 32,688	$ 32,500	$ 23,000	$ 44,980	$ 24,800	$ 33,800	8
SOUTHERN ESSEX	MOST EXPERIENCED	$ 34,875	$ 34,100	$ 20,800	$ 53,000	$ 21,000	$ 39,000	8
METRO NORTH	MOST EXPERIENCED	$ 28,652	$ 25,000	$ 13,000	$ 51,900	$ 20,280	$ 31,200	15
BOSTON	MOST EXPERIENCED	$ 26,226	$ 25,000	$ 12,729	$ 50,000	$ 20,000	$ 29,900	12
METRO WEST - SOUTH	MOST EXPERIENCED	$ 29,719	$ 26,000	$ 15,000	$100,000	$ 20,000	$ 31,200	17
SOUTH COASTAL	MOST EXPERIENCED	$ 36,502	$ 39,550	$ 18,720	$ 50,000	$ 27,250	$ 43,940	6
BROCKTON	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
BRISTOL	MOST EXPERIENCED	$ *	$ *	$ *	$ *	$ *	$ *	*
NEW BEDFORD-CAPE COD & ISL	MOST EXPERIENCED	$ 33,284	$ 34,000	$ 28,600	$ 39,000	$ 30,000	$ 34,268	8

* MEANS LESS THAN 6 RESPONSES